

# **Arlington-Fairfax Chapter, Inc., Izaak Walton League of America**

## **General Membership Meeting – Tuesday, July 15, 2025**

### **Meeting Minutes**

**1. CALL TO ORDER** The meeting was called to order at 7:30 PM by Treasurer Robert Crisman.

a. The Pledge of Allegiance and IWLA Pledge were conducted.

b. Officers and Director in Attendance

1. Treasurer – Bob Crisman
2. Air Range Program Director – Keith Kuck
3. Conservation Director – Fred Bailey
4. Field Archery Program Director – Dick Riemer
5. Rifle Pistol Program Director – Bruce Crandlemire
6. Skeet and Trap program Director – Bob Brino
7. Target Archery Program Director – Ryan Johnson
8. Youth Activities Director – Joe Truner
9. Director-at-Large – Bill Clayton
10. Director-at-Large – Chip Chidester
11. Director-at-Large – John Hsu
12. Director-at-Large – Oscar Starz

c. Officers and Directors Not in Attendance

1. President – Pamela Meara
2. Vice President – Evan Phelps
3. Secretary – Todd Skipper
4. Membership Director – Benn Crandall
5. Education and Training Director – John Seaburg
6. Director-at-Large – Robert Hamilton
7. Director-at-Large – Brian Hickerson

d. Members and Others in Attendance – See attached Sign-In Sheet

### **2. MEMBER TIME**

a. Jim Mongold, a Rifle Pistol RSO, offered a perspective about the need to increase support by the chapter of the Rifle Pistol Range. Mr. Mongold's comments are summarized below.

1. The condition of the Rifle Pistol range is deteriorating. The existing baffles have several lanes that are losing aggregate and many not stop rounds from going through.

2. There needs to be a short-range pistol capability to better serve the members.
3. The Chapter needs to provide more financial and programmatic support to the range, like what has been done for the other ranges.

### **3. PRESIDENT'S TIME**

- a. Mr. Crisman had no comments.

### **4. MINUTES/CORRESPONDENCE**

- a. There were no minutes available for the June BOD or General Membership meetings.

### **5. TREASURER'S REPORT**

- a. Mr. Crisman presented the Chapter Checking account's activity report through June 2025, to the Membership.

Actual Income: \$357,250

Actual Expenses: \$303,069

Net Income: \$54,181

Total Cash Assets: \$1,160,272

### **6. MEMBERSHIP UPDATE**

- a. Mr. Crisman reported that the Chapter currently has 2,249 members.

### **7. PROGRAM DIRECTOR UPDATES**

- a. Mr. Crisman elected to forego the Program Director Updates due to the limited membership attendance.

### **8. COMMITTEE REPORTS**

Mr. Crisman elected to forego the Committee Report with exception of the Elections Committee report which is provided below.

- a. Elections - Mr. Hsu reported the following election results. New Officers and Directors will be sworn in at the BOD meeting on August 18, 2025.

<u>Position</u>	<u>Winning Candidate</u>
President	Pamela Meara
Secretary	Bruce Crandlemire
Membership Chair	Fred Bailey

Director Air Rifle	Keith Kuck
Director Field Archery	Dick Riemer
Director Rifle Pistol	Augustus Chidester
Director Youth Activities	Joe Turner
Director-At-Large	Mark Gauntner
Director-At-Large	Tom Pike
Director-At-Large	Oscar Starz

## **9. OLD BUSINESS**

Nothing was brought before the membership.

## **10. NEW BUSINESS**

Nothing was brought before the membership.

## **11. OTHER MATTER THAT MAY BE BROUGHT BEFORE THE BODY**

Nothing was brought before the membership.

## **12. ANNOUNCEMENTS**

Nothing was brought before the membership.

Joe Turner moved to adjourn the meeting. Bill clayton seconded the motion. The meeting was adjourned at 7:55 PM

Submitted by: Bruce Crandlemire, Director Rifle Pistol

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CRANDENITE

# Arlington-Fairfax Chapter, Inc.

## Budget vs. Actuals: Budget\_FY25\_P&L\_2 - FY25 P&L Classes

January - December 2025

	AA CHAPTER				TOTAL			
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
Income								
41000 Dues					\$0.00	\$0.00	\$0.00	0.00%
41024 2024 Chapter	194.00		194.00		\$194.00	\$0.00	\$194.00	0.00%
41025 2025 Chapter	251,715.27	175,000.00	76,715.27	143.84 %	\$251,715.27	\$175,000.00	\$76,715.27	143.84 %
<b>Total 41000 Dues</b>	<b>251,909.27</b>	<b>175,000.00</b>	<b>76,909.27</b>	<b>143.95 %</b>	<b>\$251,909.27</b>	<b>\$175,000.00</b>	<b>\$76,909.27</b>	<b>143.95 %</b>
41026 2026 Chapter		175,000.00	-175,000.00		\$0.00	\$175,000.00	\$ -175,000.00	0.00%
42000 Donations					\$0.00	\$0.00	\$0.00	0.00%
42300 Donations - Restricted		0.00	0.00		\$0.00	\$0.00	\$0.00	0.00%
42600 Donations - Unrestricted	1,105.00	1,000.00	105.00	110.50 %	\$1,105.00	\$1,000.00	\$105.00	110.50 %
<b>Total 42000 Donations</b>	<b>1,105.00</b>	<b>1,000.00</b>	<b>105.00</b>	<b>110.50 %</b>	<b>\$1,105.00</b>	<b>\$1,000.00</b>	<b>\$105.00</b>	<b>110.50 %</b>
43900 Grant Income		5,000.00	-5,000.00		\$0.00	\$5,000.00	\$ -5,000.00	0.00%
44000 Interest Income	8,229.49	15,000.00	-6,770.51	54.86 %	\$8,229.49	\$15,000.00	\$ -6,770.51	54.86 %
46000 Miscellaneous Income	101,595.71	1,000.00	100,595.71	10,159.57 %	\$101,595.71	\$1,000.00	\$100,595.71	10,159.57 %
49000 Special Event Income					\$0.00	\$0.00	\$0.00	0.00%
49100 Special Events Contributions					\$0.00	\$0.00	\$0.00	0.00%
49011 Annual Picnic		0.00	0.00		\$0.00	\$0.00	\$0.00	0.00%
49012 Childrens Christmas Party	607.98	0.00	607.98		\$607.98	\$0.00	\$607.98	0.00%
49013 Handicapped Picnic		0.00	0.00		\$0.00	\$0.00	\$0.00	0.00%
<b>Total 49100 Special Events Contributions</b>	<b>607.98</b>	<b>0.00</b>	<b>607.98</b>		<b>\$607.98</b>	<b>\$0.00</b>	<b>\$607.98</b>	<b>0.00%</b>
49200 Annual Picnic		0.00	0.00		\$0.00	\$0.00	\$0.00	0.00%
49400 Raffle		0.00	0.00		\$0.00	\$0.00	\$0.00	0.00%
<b>Total 49000 Special Event Income</b>	<b>607.98</b>	<b>0.00</b>	<b>607.98</b>		<b>\$607.98</b>	<b>\$0.00</b>	<b>\$607.98</b>	<b>0.00%</b>
<b>Total Income</b>	<b>\$363,447.45</b>	<b>\$372,000.00</b>	<b>\$ -8,552.55</b>	<b>97.70 %</b>	<b>\$363,447.45</b>	<b>\$372,000.00</b>	<b>\$ -8,552.55</b>	<b>97.70 %</b>
<b>GROSS PROFIT</b>	<b>\$363,447.45</b>	<b>\$372,000.00</b>	<b>\$ -8,552.55</b>	<b>97.70 %</b>	<b>\$363,447.45</b>	<b>\$372,000.00</b>	<b>\$ -8,552.55</b>	<b>97.70 %</b>
Expenses								
61000 Building and Grounds					\$0.00	\$0.00	\$0.00	0.00%
61200 Equipment and Tools		500.00	-500.00		\$0.00	\$500.00	\$ -500.00	0.00%
61400 Services	69,078.57	8,040.00	61,038.57	859.19 %	\$69,078.57	\$8,040.00	\$61,038.57	859.19 %
61500 Supplies					\$0.00	\$0.00	\$0.00	0.00%
61505 B&G Supplies	8,283.32	10,000.00	-1,716.68	82.83 %	\$8,283.32	\$10,000.00	\$ -1,716.68	82.83 %
61510 EMS Supplies		0.00	0.00		\$0.00	\$0.00	\$0.00	0.00%
<b>Total 61500 Supplies</b>	<b>8,283.32</b>	<b>10,000.00</b>	<b>-1,716.68</b>	<b>82.83 %</b>	<b>\$8,283.32</b>	<b>\$10,000.00</b>	<b>\$ -1,716.68</b>	<b>82.83 %</b>
<b>Total 61000 Building and Grounds</b>	<b>77,361.89</b>	<b>18,540.00</b>	<b>58,821.89</b>	<b>417.27 %</b>	<b>\$77,361.89</b>	<b>\$18,540.00</b>	<b>\$58,821.89</b>	<b>417.27 %</b>

# Arlington-Fairfax Chapter, Inc.

## Budget vs. Actuals: Budget\_FY25\_P&L\_2 - FY25 P&L Classes

January - December 2025

	AA CHAPTER				TOTAL			
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
61600 Security Expenses	11,335.45	30,000.00	-18,664.55	37.78 %	\$11,335.45	\$30,000.00	\$ -18,664.55	37.78 %
61800 Conservation Exp	554.70	7,000.00	-6,445.30	7.92 %	\$554.70	\$7,000.00	\$ -6,445.30	7.92 %
62100 Contract Services					\$0.00	\$0.00	\$0.00	0.00%
62110 Accounting Services	800.00	3,000.00	-2,200.00	26.67 %	\$800.00	\$3,000.00	\$ -2,200.00	26.67 %
62115 Admin Support	9,537.50	35,000.00	-25,462.50	27.25 %	\$9,537.50	\$35,000.00	\$ -25,462.50	27.25 %
62135 IT	7,017.40	6,000.00	1,017.40	116.96 %	\$7,017.40	\$6,000.00	\$1,017.40	116.96 %
62138 Groundskeeper		41,000.00	-41,000.00		\$0.00	\$41,000.00	\$ -41,000.00	0.00%
62140 Legal Fees	1,014.77	10,000.00	-8,985.23	10.15 %	\$1,014.77	\$10,000.00	\$ -8,985.23	10.15 %
62150 Outside Contract Services					\$0.00	\$0.00	\$0.00	0.00%
62155 Trash Service	9,818.13	14,000.00	-4,181.87	70.13 %	\$9,818.13	\$14,000.00	\$ -4,181.87	70.13 %
62160 Mowing Services	7,125.00	13,650.00	-6,525.00	52.20 %	\$7,125.00	\$13,650.00	\$ -6,525.00	52.20 %
62165 Other	3,200.00	17,000.00	-13,800.00	18.82 %	\$3,200.00	\$17,000.00	\$ -13,800.00	18.82 %
<b>Total 62150 Outside Contract Services</b>	<b>20,143.13</b>	<b>44,650.00</b>	<b>-24,506.87</b>	<b>45.11 %</b>	<b>\$20,143.13</b>	<b>\$44,650.00</b>	<b>\$ -24,506.87</b>	<b>45.11 %</b>
<b>Total 62100 Contract Services</b>	<b>38,512.80</b>	<b>139,650.00</b>	<b>-101,137.20</b>	<b>27.58 %</b>	<b>\$38,512.80</b>	<b>\$139,650.00</b>	<b>\$ -101,137.20</b>	<b>27.58 %</b>
62800 Facilities and Equipment					\$0.00	\$0.00	\$0.00	0.00%
62870 Property Insurance	42,612.01	60,000.00	-17,387.99	71.02 %	\$42,612.01	\$60,000.00	\$ -17,387.99	71.02 %
62880 Real Estate, Personal Prop Tax	358.91	1,000.00	-641.09	35.89 %	\$358.91	\$1,000.00	\$ -641.09	35.89 %
62900 Small Tools Under \$1500		0.00	0.00		\$0.00	\$0.00	\$0.00	0.00%
63000 Utilities					\$0.00	\$0.00	\$0.00	0.00%
63100 Electricity	9,415.17	19,800.00	-10,384.83	47.55 %	\$9,415.17	\$19,800.00	\$ -10,384.83	47.55 %
63200 Natural Gas	1,774.87	3,510.00	-1,735.13	50.57 %	\$1,774.87	\$3,510.00	\$ -1,735.13	50.57 %
63300 Water & Sewer	572.07	800.00	-227.93	71.51 %	\$572.07	\$800.00	\$ -227.93	71.51 %
<b>Total 63000 Utilities</b>	<b>11,762.11</b>	<b>24,110.00</b>	<b>-12,347.89</b>	<b>48.79 %</b>	<b>\$11,762.11</b>	<b>\$24,110.00</b>	<b>\$ -12,347.89</b>	<b>48.79 %</b>
<b>Total 62800 Facilities and Equipment</b>	<b>54,733.03</b>	<b>85,110.00</b>	<b>-30,376.97</b>	<b>64.31 %</b>	<b>\$54,733.03</b>	<b>\$85,110.00</b>	<b>\$ -30,376.97</b>	<b>64.31 %</b>
64000 Program Expenses					\$0.00	\$0.00	\$0.00	0.00%
64600 Registration Fees	155.00		155.00		\$155.00	\$0.00	\$155.00	0.00%
<b>Total 64000 Program Expenses</b>	<b>155.00</b>		<b>155.00</b>		<b>\$155.00</b>	<b>\$0.00</b>	<b>\$155.00</b>	<b>0.00%</b>
65000 Operations					\$0.00	\$0.00	\$0.00	0.00%
65005 Bank Fees	10.00	0.00	10.00		\$10.00	\$0.00	\$10.00	0.00%
65006 Registration Fees	240.00	1,000.00	-760.00	24.00 %	\$240.00	\$1,000.00	\$ -760.00	24.00 %
65008 Financial Processing Fees					\$0.00	\$0.00	\$0.00	0.00%
65009 PayPal	9,023.58	6,000.00	3,023.58	150.39 %	\$9,023.58	\$6,000.00	\$3,023.58	150.39 %
65010 Square	872.37	1,600.00	-727.63	54.52 %	\$872.37	\$1,600.00	\$ -727.63	54.52 %
65011 Other		200.00	-200.00		\$0.00	\$200.00	\$ -200.00	0.00%

# Arlington-Fairfax Chapter, Inc.

## Budget vs. Actuals: Budget\_FY25\_P&L\_2 - FY25 P&L Classes

January - December 2025

	AA CHAPTER				TOTAL			
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
<b>Total 65008 Financial Processing Fees</b>	<b>9,895.95</b>	<b>7,800.00</b>	<b>2,095.95</b>	<b>126.87 %</b>	<b>\$9,895.95</b>	<b>\$7,800.00</b>	<b>\$2,095.95</b>	<b>126.87 %</b>
65015 Books, Subscriptions, Reference		0.00	0.00		\$0.00	\$0.00	\$0.00	0.00%
65030 Equipment	811.23	10,000.00	-9,188.77	8.11 %	\$811.23	\$10,000.00	\$ -9,188.77	8.11 %
65040 Postage, Mailing Service	1,315.21	4,000.00	-2,684.79	32.88 %	\$1,315.21	\$4,000.00	\$ -2,684.79	32.88 %
65060 Printing and Copying	3,605.53	11,000.00	-7,394.47	32.78 %	\$3,605.53	\$11,000.00	\$ -7,394.47	32.78 %
65080 Supplies	2,139.77	5,000.00	-2,860.23	42.80 %	\$2,139.77	\$5,000.00	\$ -2,860.23	42.80 %
65090 Telephone, Telecommunications	2,802.68	4,800.00	-1,997.32	58.39 %	\$2,802.68	\$4,800.00	\$ -1,997.32	58.39 %
<b>Total 65000 Operations</b>	<b>20,820.37</b>	<b>43,600.00</b>	<b>-22,779.63</b>	<b>47.75 %</b>	<b>\$20,820.37</b>	<b>\$43,600.00</b>	<b>\$ -22,779.63</b>	<b>47.75 %</b>
65100 Other Types of Expenses					\$0.00	\$0.00	\$0.00	0.00%
65120 Insurance - Liability, D and O	264.00	300.00	-36.00	88.00 %	\$264.00	\$300.00	\$ -36.00	88.00 %
65150 Memberships and Dues		500.00	-500.00		\$0.00	\$500.00	\$ -500.00	0.00%
65160 Other Costs	44.70	1,000.00	-955.30	4.47 %	\$44.70	\$1,000.00	\$ -955.30	4.47 %
65180 President's Discetionary Fund		1,000.00	-1,000.00		\$0.00	\$1,000.00	\$ -1,000.00	0.00%
65190 Awards	1,000.75	1,500.00	-499.25	66.72 %	\$1,000.75	\$1,500.00	\$ -499.25	66.72 %
<b>Total 65100 Other Types of Expenses</b>	<b>1,309.45</b>	<b>4,300.00</b>	<b>-2,990.55</b>	<b>30.45 %</b>	<b>\$1,309.45</b>	<b>\$4,300.00</b>	<b>\$ -2,990.55</b>	<b>30.45 %</b>
66000 Special Event Expenses					\$0.00	\$0.00	\$0.00	0.00%
66010 Special Events					\$0.00	\$0.00	\$0.00	0.00%
66011 Annual Picnic		2,000.00	-2,000.00		\$0.00	\$2,000.00	\$ -2,000.00	0.00%
66012 Childrens Christmas Party		1,500.00	-1,500.00		\$0.00	\$1,500.00	\$ -1,500.00	0.00%
66013 Handicapped Picnic	2,619.39	2,200.00	419.39	119.06 %	\$2,619.39	\$2,200.00	\$419.39	119.06 %
<b>Total 66010 Special Events</b>	<b>2,619.39</b>	<b>5,700.00</b>	<b>-3,080.61</b>	<b>45.95 %</b>	<b>\$2,619.39</b>	<b>\$5,700.00</b>	<b>\$ -3,080.61</b>	<b>45.95 %</b>
66020 Raffle Expenses		0.00	0.00		\$0.00	\$0.00	\$0.00	0.00%
<b>Total 66000 Special Event Expenses</b>	<b>2,619.39</b>	<b>5,700.00</b>	<b>-3,080.61</b>	<b>45.95 %</b>	<b>\$2,619.39</b>	<b>\$5,700.00</b>	<b>\$ -3,080.61</b>	<b>45.95 %</b>
66500 Grants & Donations					\$0.00	\$0.00	\$0.00	0.00%
66510 Grants		0.00	0.00		\$0.00	\$0.00	\$0.00	0.00%
66520 Donations	2,500.00	5,000.00	-2,500.00	50.00 %	\$2,500.00	\$5,000.00	\$ -2,500.00	50.00 %
66530 Scholarships	20,000.00	20,000.00	0.00	100.00 %	\$20,000.00	\$20,000.00	\$0.00	100.00 %
<b>Total 66500 Grants &amp; Donations</b>	<b>22,500.00</b>	<b>25,000.00</b>	<b>-2,500.00</b>	<b>90.00 %</b>	<b>\$22,500.00</b>	<b>\$25,000.00</b>	<b>\$ -2,500.00</b>	<b>90.00 %</b>
68300 Travel and Meetings					\$0.00	\$0.00	\$0.00	0.00%
68310 Conference, Convention, Meeting		1,000.00	-1,000.00		\$0.00	\$1,000.00	\$ -1,000.00	0.00%
68320 Travel		500.00	-500.00		\$0.00	\$500.00	\$ -500.00	0.00%
<b>Total 68300 Travel and Meetings</b>		<b>1,500.00</b>	<b>-1,500.00</b>		<b>\$0.00</b>	<b>\$1,500.00</b>	<b>\$ -1,500.00</b>	<b>0.00%</b>
69000 Capital Expenditures					\$0.00	\$0.00	\$0.00	0.00%

# Arlington-Fairfax Chapter, Inc.

Budget vs. Actuals: Budget\_FY25\_P&L\_2 - FY25 P&L Classes

January - December 2025

	AA CHAPTER				TOTAL			
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
69100 Lands	6,000.00	100,000.00	-94,000.00	6.00 %	\$6,000.00	\$100,000.00	\$ -94,000.00	6.00 %
69200 Buildings	114,029.74	0.00	114,029.74		\$114,029.74	\$0.00	\$114,029.74	0.00%
69300 Equipment		30,000.00	-30,000.00		\$0.00	\$30,000.00	\$ -30,000.00	0.00%
<b>Total 69000 Capital Expenditures</b>	<b>120,029.74</b>	<b>130,000.00</b>	<b>-9,970.26</b>	<b>92.33 %</b>	<b>\$120,029.74</b>	<b>\$130,000.00</b>	<b>\$ -9,970.26</b>	<b>92.33 %</b>
Unapplied Cash Bill Payment Expense	7,300.00		7,300.00		\$7,300.00	\$0.00	\$7,300.00	0.00%
<b>Total Expenses</b>	<b>\$357,231.82</b>	<b>\$490,400.00</b>	<b>\$ -133,168.18</b>	<b>72.84 %</b>	<b>\$357,231.82</b>	<b>\$490,400.00</b>	<b>\$ -133,168.18</b>	<b>72.84 %</b>
NET OPERATING INCOME	<b>\$6,215.63</b>	<b>\$ -118,400.00</b>	<b>\$124,615.63</b>	<b>-5.25 %</b>	<b>\$6,215.63</b>	<b>\$ -118,400.00</b>	<b>\$124,615.63</b>	<b>-5.25 %</b>
NET INCOME	<b>\$6,215.63</b>	<b>\$ -118,400.00</b>	<b>\$124,615.63</b>	<b>-5.25 %</b>	<b>\$6,215.63</b>	<b>\$ -118,400.00</b>	<b>\$124,615.63</b>	<b>-5.25 %</b>



**Arl/Fx Chapter, IWLA - Cash Asset Report - As of 7-31-2025**

(Includes unrealized gains)

Account	Balance
<b>ASSETS</b>	
<b>Cash, Checking and Investment Accounts</b>	
Chapter Checking	30,000
Membership	3,213
Petty Cash	1,321
Insured Cash Sweep	552,240
Certificates of Deposit	239,098
Program Accounts	291,739
<b>TOTAL Cash and Bank Accounts</b>	<b>1,117,611</b>
<b>TOTAL ASSETS</b>	<b>1,117,611</b>
<b>LIABILITIES &amp; EQUITY</b>	
<b>LIABILITIES</b>	<b>0</b>
<b>EQUITY</b>	<b>1,117,611</b>
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<b>1,117,611</b>

Program Account Activity  
07-01-25 to 07-31 , 2025

Air Range

Beginning balance	\$66,106.37
Deposits & Credits	\$934.91
Checks Posted	\$1,220.18
Withdrawals & Debits	\$4,298.05
Ending Balance	\$61,523.05

Jr Chapter

Beginning balance	\$13,315.14
Deposits & Credits	\$2,320.00
Checks Posted	\$150.00
Withdrawals & Debits	\$0.00
Ending Balance	\$15,485.14

Education & Training

Beginning balance	\$48,125.43
Deposits & Credits	\$3,369.37
Checks Posted	\$3,090.37
Withdrawals & Debits	\$0.00
Ending Balance	\$48,404.43

Rifle-Pistol Range

Beginning balance	\$26,828.38
Deposits & Credits	\$630.00
Checks Posted	\$4,091.14
Withdrawals & Debits	\$0.00
Ending Balance	\$23,367.24

Education & Training Trust

Beginning balance	\$18,410.24
Deposits & Credits	\$0.78
Checks Posted	\$0.00
Withdrawals & Debits	\$0.00
Ending Balance	\$18,411.02

Skeet & Trap

Beginning balance	\$78,902.45
Deposits & Credits	531.80
Checks Posted	643.25
Withdrawals & Debits	16,313.00
Ending Balance	\$94,040.40

Field Archery

Beginning balance	\$26,266.06
Deposits & Credits	\$4,582.54
Checks Posted	\$19,058.03
Withdrawals & Debits	\$41.00
Ending Balance	\$11,749.57

Target Archery

Beginning balance	\$20,033.62
Deposits & Credits	\$1,820.00
Checks Posted	\$3,095.00
Withdrawals & Debits	\$0.00
Ending Balance	\$18,758.62