

Messiah United Methodist Church  
**Balance Sheet (UNAUDITED)**  
 Consolidated - For the Year Ending December 2017  
 Current Year

**ASSETS**

CURRENT ASSETS  
 Subtotal Cash Assets \$1,370,941.40

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**TOTAL ASSETS** **\$1,370,941.40**

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**LIABILITIES**

CURRENT LIABILITIES 0.00

**OTHER LIABILITIES**

PASS THROUGH MISSION GIFT  
 UM / CONFERENCE PASS THRU 780.71

LOCAL MESSIAH PASS THRU 11,482.93

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Subtotal Other Liabilities 12,263.64

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**TOTAL LIABILITIES** **12,263.64**

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**FUND BALANCE**

FUND BALANCE \$551,450.54

SPECIAL BALANCES 26,057.34

ADULT MINISTRIES 45,399.82

CHURCH RESERVE BALANCES 541,448.83

MEMORIAL BALANCES 300.00

YOUTH FUND BALANCE 45,901.88

CHILDREN'S BALANCES 220.00

MUSIC ACCOUNTS 16,966.81

MISSION BALANCES 130,932.54

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**TOTAL FUND BALANCE** **1,358,677.76**

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**TOTAL LIABILITIES AND FUND BALANCE** **\$1,370,941.40**

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The following notes are part of the financial statements but are not shown on the statements:

**Note 1: Endowment Fund Balances at 12/31/2017**

Messiah UMC Endowment Fund (Cash + Investments): \$579,432.50.

Messiah UMC Restricted Designated Gifts Endowment Fund(Investments):\$116,842.73.

Messiah UMC Restricted Youth Mission Endowment Fund(Investments):\$30,426.53.

Messiah UMC Youth Mission (Holding): \$2,514.03.

Messiah UMC Designated Gifts(Holding): \$6,764.26.



December 2017

**CONSOLIDATED ALL FUNDS**

|                           |          | Beginning<br>Balance | Income     | Expenses     | Transfers   | Ending<br>Balance |
|---------------------------|----------|----------------------|------------|--------------|-------------|-------------------|
| FUND BALANCE              | 3000     |                      |            |              |             |                   |
| FUND BALANCE              | 3001     | 422,130.72           | 309,444.04 | (158,479.75) | (21,644.47) | 551,450.54        |
| SPECIAL BALANCES          | 3005     |                      |            |              |             |                   |
| Flowers                   | 3010-350 | 9,167.98             | 213.00     | (1,897.16)   | 0.00        | 7,483.82          |
| Congregational Care       | 3015     | (518.39)             | 0.00       | 0.00         | 518.39      | 0.00              |
| Faith Community Nurses    | 3016-332 | 215.00               | 0.00       | 0.00         | 0.00        | 215.00            |
| Stephen Leader Training   | 3017-331 | 320.85               | 0.00       | 0.00         | 0.00        | 320.85            |
| Hospitality Meals         | 3020     | 1,169.58             | 200.00     | (1,368.00)   | 0.00        | 1.58              |
| Contemporary Service      | 3025-330 | 1,133.31             | 0.00       | 0.00         | 0.00        | 1,133.31          |
| Worship Arts              | 3035-355 | 60.00                | 0.00       | 0.00         | 0.00        | 60.00             |
| Special Music Fund Raiser | 3052     | 3,949.02             | 0.00       | (778.56)     | 0.00        | 3,170.46          |
| Funeral Reception         | 3055-345 | 4,947.99             | 500.00     | (436.49)     | 0.00        | 5,011.50          |
| Funeral Service Fund Bala | 3055-365 | 225.00               | 0.00       | 0.00         | 0.00        | 225.00            |
| Good Samaritan Fund       | 3065-340 | 1,114.77             | 5,500.00   | (44.95)      | 0.00        | 6,569.82          |
| Jobs Ministry             | 3067     | 50.00                | 0.00       | 0.00         | 0.00        | 50.00             |
| Green Ministry            | 3068-347 | 1,934.42             | 0.00       | (118.42)     | 0.00        | 1,816.00          |
| Subtotal Special Balances | 3005     | 23,769.53            | 6,413.00   | (4,643.58)   | 518.39      | 26,057.34         |
| ADULT MINISTRIES          | 3069     |                      |            |              |             |                   |
| Parts Unknown/Primetimers | 3070-200 | 2.92                 | 0.00       | 0.00         | 0.00        | 2.92              |
| Women's Fund              | 3074-220 | 2,722.11             | 0.00       | 0.00         | 0.00        | 2,722.11          |
| Men's Fund Balance        | 3076-230 | 3,568.70             | 81.00      | (402.65)     | 0.00        | 3,247.05          |
| Christ's Curmudgeon's Bal | 3077-235 | 4,344.10             | 2,772.00   | (362.80)     | 0.00        | 6,753.30          |
| Single's Fund Balance     | 3078-240 | 4,732.90             | 0.00       | 0.00         | 0.00        | 4,732.90          |
| Small Groups Discipling   | 3080-250 | 26,034.89            | 37.64      | (784.13)     | 0.00        | 25,288.40         |
| Fellowship Families       | 3082-260 | 616.06               | 0.00       | 0.00         | 0.00        | 616.06            |
| Chrysalis/Emmaus          | 3084-270 | 2,099.21             | 0.00       | (62.13)      | 0.00        | 2,037.08          |
| Subtotal Adult Ministries | 3069     | 44,120.89            | 2,890.64   | (1,611.71)   | 0.00        | 45,399.82         |
| CHURCH RESERVE BALANCES   | 3099     |                      |            |              |             |                   |
| Operating Reserve (Stewa) | 3100     | 100,000.00           | 0.00       | 0.00         | 0.00        | 100,000.00        |
| Computers                 | 3102     | 110.53               | 0.00       | 0.00         | 0.00        | 110.53            |
| Replacement Loan Res-VHB  | 3103     | 9,991.93             | 0.00       | 0.00         | 0.00        | 9,991.93          |
| Church Savings-Unrestrict | 3107     | 306,682.79           | 0.00       | 0.00         | 0.00        | 306,682.79        |
| Kitchen Improvements      | 3108     | 12,664.92            | 0.00       | 0.00         | 0.00        | 12,664.92         |
| Wellness Center           | 3118     | 559.70               | 0.00       | 0.00         | 0.00        | 559.70            |
| Sanct. Projector Reserve  | 3120     | 1,943.75             | 0.00       | 0.00         | 0.00        | 1,943.75          |
| Renovation Fund           | 3126-550 | 53,279.46            | 0.00       | 0.00         | 0.00        | 53,279.46         |
| Building Fund             | 3130     | 3,413.93             | 315.00     | 0.00         | 0.00        | 3,728.93          |

## Changes in Equity

December 2017

|                                  |          | Beginning<br>Balance | Income    | Expenses   | Transfers | Ending<br>Balance |
|----------------------------------|----------|----------------------|-----------|------------|-----------|-------------------|
| Youth Center Improvement         | 3130-500 | 6,698.09             | 0.00      | (697.92)   | 0.00      | 6,000.17          |
| Subtotal Building Fund           | 3130     | 10,112.02            | 315.00    | (697.92)   | 0.00      | 9,729.10          |
| Sound Board Fund Balance         | 3134     | 2,388.52             | 0.00      | 0.00       | 0.00      | 2,388.52          |
| Sr.Past.DiscretionaryFund        | 3140     | 20,897.99            | 2,250.00  | (3,904.71) | 0.00      | 19,243.28         |
| 50th Anniversary Fund Bal        | 3142-406 | 423.62               | 0.00      | 0.00       | 0.00      | 423.62            |
| Pastor Worship Robes             | 3149-300 | 548.14               | 0.00      | 0.00       | 0.00      | 548.14            |
| Moving Exp Reserve               | 3150     | 4,000.00             | 0.00      | 0.00       | 0.00      | 4,000.00          |
| Endowment Fund                   | 3152     | 1,545.00             | 13,500.00 | (1,545.00) | 0.00      | 13,500.00         |
| Designated Gifts                 | 3154     | 2,383.09             | 4,000.00  | 0.00       | 0.00      | 6,383.09          |
| Subtotal Church Reserve Balances | 3099     | 527,531.46           | 20,065.00 | (6,147.63) | 0.00      | 541,448.83        |
| MEMORIAL BALANCES                | 3219     |                      |           |            |           |                   |
| Laurio Memorial Fund             | 3224     | 300.00               | 0.00      | 0.00       | 0.00      | 300.00            |
| YOUTH FUND BALANCE               | 3400     |                      |           |            |           |                   |
| YOUTH ACTIVITIES                 | 3415     |                      |           |            |           |                   |
| Youth Activities                 | 3425     | (16,938.44)          | 200.00    | (3,002.62) | 19,741.06 | 0.00              |
| Youth Bucks                      | 3445-014 | 628.09               | 0.00      | 0.00       | 0.00      | 628.09            |
| Wellness Cleaning                | 3450-013 | 20,982.07            | 400.00    | 0.00       | 0.00      | 21,382.07         |
| Subtotal Youth Activities        | 3415     | 4,671.72             | 600.00    | (3,002.62) | 19,741.06 | 22,010.16         |
| YOUTH MISSIONS                   | 3455     |                      |           |            |           |                   |
| Choctaw(Mex) Mission Bala        | 3460-020 | 4,562.80             | 1,390.00  | 0.00       | 0.00      | 5,952.80          |
| Group Workcamp                   | 3465-025 | 2,474.85             | 0.00      | (900.00)   | 0.00      | 1,574.85          |
| Urban Plunge                     | 3470-030 | 4,381.98             | 0.00      | 0.00       | 0.00      | 4,381.98          |
| Jeremiah Project                 | 3472-040 | 3,912.96             | 0.00      | 0.00       | 0.00      | 3,912.96          |
| General Youth Missions           | 3485-040 | 7,656.48             | 490.00    | (77.35)    | 0.00      | 8,069.13          |
| Subtotal Youth Missions          | 3455     | 22,989.07            | 1,880.00  | (977.35)   | 0.00      | 23,891.72         |
| CONFIRMATION                     | 3491     |                      |           |            |           |                   |
| Confirmation Class               | 3491-016 | (1,235.02)           | 0.00      | (150.00)   | 1,385.02  | 0.00              |
| Subtotal Youth Fund Balance      | 3400     | 26,425.77            | 2,480.00  | (4,129.97) | 21,126.08 | 45,901.88         |
| CHILDREN'S BALANCES              | 3499     |                      |           |            |           |                   |
| Children's Min/Projectors        | 3500     | (57.80)              | 0.00      | 57.80      | 0.00      | 0.00              |
| Special Needs Awareness F        | 3550     | 220.00               | 0.00      | 0.00       | 0.00      | 220.00            |
| Subtotal Children's Balances     | 3499     | 162.20               | 0.00      | 57.80      | 0.00      | 220.00            |
| MUSIC ACCOUNTS                   | 3600     |                      |           |            |           |                   |
| Designated Gifts - Music         | 3604-100 | 4,035.64             | 0.00      | (2,506.27) | 0.00      | 1,529.37          |
| Adult Choir Balance              | 3605-160 | (841.14)             | 0.00      | 841.14     | 0.00      | 0.00              |
| Bell Choir Balance               | 3610-162 | 1,132.14             | 0.00      | (150.00)   | 0.00      | 982.14            |
| Youth Choir Balance              | 3615-164 | 11.00                | 0.00      | 0.00       | 0.00      | 11.00             |
| Children's Choir                 | 3620-166 | 84.71                | 0.00      | 0.00       | 0.00      | 84.71             |
| Messiah Concert Balance          | 3625-168 | 14,063.53            | 4,280.00  | (8,000.00) | 0.00      | 10,343.53         |

**Changes in Equity**

December 2017

|                                    |          | Beginning<br>Balance | Income   | Expenses   | Transfers | Ending<br>Balance |
|------------------------------------|----------|----------------------|----------|------------|-----------|-------------------|
| Spring Concert Balance             | 3630-170 | (981.32)             | 0.00     | 981.32     | 0.00      | 0.00              |
| Concert Series Balance             | 3632-174 | 633.04               | 3,256.00 | 0.00       | 0.00      | 3,889.04          |
| Liturgical Dance Balance           | 3634-176 | (142.27)             | 0.00     | 142.27     | 0.00      | 0.00              |
| Music Camp Balance                 | 3635-172 | 196.02               | 0.00     | (69.00)    | 0.00      | 127.02            |
| Subtotal Music Accounts            | 3600     | 18,191.35            | 7,536.00 | (8,760.54) | 0.00      | 16,966.81         |
| MISSION BALANCES                   | 3700     |                      |          |            |           |                   |
| Mission Fund Balance               | 3701     | 28,178.36            | 4,305.00 | (53.00)    | 0.00      | 32,430.36         |
| BAZAAR                             | 3702-102 | 24,193.84            | 564.00   | 0.00       | 0.00      | 24,757.84         |
| Lenten Offering                    | 3703     | 6,321.00             | 100.00   | 0.00       | 0.00      | 6,421.00          |
| UMVIM SEJ                          | 3705-190 | 127.50               | 0.00     | 0.00       | 0.00      | 127.50            |
| LOCAL MISSION PROJECTS             | 3710     |                      |          |            |           |                   |
| ECHO                               | 3720-106 | 0.00                 | 100.00   | 0.00       | 0.00      | 100.00            |
| Rising Hope Ministry               | 3725-108 | 1,231.00             | 300.00   | (1,231.00) | 0.00      | 300.00            |
| Lamb Center                        | 3730-110 | 50.00                | 0.00     | (50.00)    | 0.00      | 0.00              |
| Hypothermia Prog/FACETS            | 3735-112 | 74.23                | 0.00     | 0.00       | 0.00      | 74.23             |
| Subtotal Local Mission Projects    | 3710     | 1,355.23             | 400.00   | (1,281.00) | 0.00      | 474.23            |
| NATIONAL MISSION PROJECTS          | 3750     |                      |          |            |           |                   |
| Reading is Fundamental             | 3765-116 | 856.42               | 0.00     | 0.00       | 0.00      | 856.42            |
| Prison Ministry                    | 3770-118 | 310.00               | 0.00     | 0.00       | 0.00      | 310.00            |
| Kairos Outside-NOVA                | 3775-119 | 55.00                | 0.00     | 0.00       | 0.00      | 55.00             |
| Subtotal National Mission Projects | 3750     | 1,221.42             | 0.00     | 0.00       | 0.00      | 1,221.42          |
| MESSIAH UMC MISSION TRIPS          | 3800     |                      |          |            |           |                   |
| Local VIM Disaster Relief          | 3810-122 | 7,400.02             | 1,010.00 | 0.00       | 0.00      | 8,410.02          |
| Haiti Mission Trip                 | 3812-170 | 9,632.37             | 200.00   | (1,000.00) | 0.00      | 8,832.37          |
| Subtotal Messiah Umc Mission Trips | 3800     | 17,032.39            | 1,210.00 | (1,000.00) | 0.00      | 17,242.39         |
| MESSIAH UMC INTERNAL PROJ          | 3850     |                      |          |            |           |                   |
| Change the World Projects          | 3854-130 | 14,369.57            | 0.00     | 0.00       | 0.00      | 14,369.57         |
| Food Pounding                      | 3855-124 | 3,697.56             | 0.00     | (926.82)   | 0.00      | 2,770.74          |
| Tutoring Program                   | 3857-132 | 1,633.50             | 0.00     | (42.19)    | 0.00      | 1,591.31          |
| Giving Tree                        | 3860-126 | 950.98               | 250.00   | 0.00       | 0.00      | 1,200.98          |
| Operation Christmas Child          | 3862-127 | 233.00               | 0.00     | 0.00       | 0.00      | 233.00            |
| Military Missions                  | 3865-128 | 697.49               | 200.00   | 0.00       | 0.00      | 897.49            |
| Matthew 25:35 To Go Balan          | 3867     | 7,816.22             | 90.00    | (29.66)    | 0.00      | 7,876.56          |
| Weekend Backpack Program           | 3868-134 | 8,176.79             | 4,910.00 | (9,328.60) | 0.00      | 3,758.19          |
| Soccer Mission                     | 3876-150 | 4,987.35             | 750.00   | (363.58)   | 0.00      | 5,373.77          |
| Hispanic Ministries MALAM          | 3877-151 | 6,752.29             | 0.00     | (52.79)    | 0.00      | 6,699.50          |
| Spfd Gardens Bkft Sunday           | 3878-152 | 819.47               | 0.00     | (107.38)   | 0.00      | 712.09            |
| Easter Egg Hunt                    | 3879-153 | 1,503.30             | 0.00     | (1,502.48) | 0.00      | 0.82              |
| Back to School/Promotiona          | 3880-154 | 68.40                | 0.00     | 0.00       | 0.00      | 68.40             |

**Changes in Equity**

December 2017

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|                                    |          | Beginning<br>Balance | Income            | Expenses            | Transfers   | Ending<br>Balance   |
|------------------------------------|----------|----------------------|-------------------|---------------------|-------------|---------------------|
| Send A Kid To Camp                 | 3881-155 | 2,705.38             | 0.00              | 0.00                | 0.00        | 2,705.38            |
| Subtotal Messiah Umc Internal Proj | 3850     | 54,411.30            | 6,200.00          | (12,353.50)         | 0.00        | 48,257.80           |
| Subtotal Mission Balances          | 3700     | 132,841.04           | 12,779.00         | (14,687.50)         | 0.00        | 130,932.54          |
| <b>TOTAL FUND BALANCE</b>          |          | <b>1,195,472.96</b>  | <b>361,607.68</b> | <b>(198,402.88)</b> | <b>0.00</b> | <b>1,358,677.76</b> |

Messiah United Methodist Church  
**Income and Expense Statement**  
 Consolidated - December 2017

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|                            | Current Period | Year to Date   | Annual Budget  | Annual Budget Percentage | YTD Prior Year |
|----------------------------|----------------|----------------|----------------|--------------------------|----------------|
| <b>INCOME</b>              |                |                |                |                          |                |
| <b>OPERATING REVENUE</b>   |                |                |                |                          |                |
| CONTRIBUTION INCOME        | \$296,924.27   | \$1,758,787.05 | \$1,620,000.00 | 108.57 %                 | \$1,668,912.19 |
| NON CONTRIBUTION INCOME    | 11,690.17      | 110,381.67     | 109,816.00     | 100.52 %                 | 110,733.07     |
| Subtotal Operating Revenue | 308,614.44     | 1,869,168.72   | 1,729,816.00   | 108.06 %                 | 1,779,645.26   |
| <i>Budgeted</i>            | 266,214.44     | 1,826,768.72   | 1,729,816.00   | 105.60 %                 | 0.00           |
| <i>Non-Budgeted</i>        | 42,400.00      | 42,400.00      |                |                          |                |
| <b>MINISTRY REVENUE</b>    |                |                |                |                          |                |
| FLOWER INCOME              | 213.00         | 7,246.00       | 5,200.00       | 139.35 %                 | 5,756.00       |
| ACTIVITY INCOME            | 1,091.60       | 4,872.72       | 2,000.00       | 243.64 %                 | 16,066.24      |
| DESIGNATED GIFTS           | 25,765.00      | 116,472.67     | 13,000.00      | 895.94 %                 | 60,472.89      |
| SINGLES INCOME             | 0.00           | 44.00          | 0.00           | 0.00 %                   | 118.00         |
| WOMEN'S INCOME             | 0.00           | 2,607.40       | 0.00           | 0.00 %                   | 9,307.00       |
| MEN'S INCOME               | 2,853.00       | 11,354.00      | 0.00           | 0.00 %                   | 9,155.90       |
| PRIMETIMERS INCOME         | 0.00           | 4,387.53       | 0.00           | 0.00 %                   | 0.00           |
| SMALL GROUP INCOME         | 37.64          | 1,289.13       | 0.00           | 0.00 %                   | 2,803.46       |
| WELCOMING MINISTRIES INC   | 0.00           | 2.00           | 0.00           | 0.00 %                   | 45.00          |
| YOUTH MINISTRIES INCOME    | 2,480.00       | 34,597.00      | 0.00           | 0.00 %                   | 42,785.65      |
| CONFIRMATION               | 0.00           | 0.00           | 0.00           | 0.00 %                   | 450.00         |
| CHILDREN'S INCOME          | 238.00         | 3,416.10       | 0.00           | 0.00 %                   | 1,717.00       |
| DESIGNATED MUSIC GIFTS     | 7,536.00       | 16,601.60      | 11,500.00      | 144.36 %                 | 16,174.11      |
| FUND RAISERS               | 0.00           | 8,223.01       | 0.00           | 0.00 %                   | 9,137.93       |
| GENERAL MISSION INCOME     | 12,779.00      | 111,331.44     | 0.00           | 0.00 %                   | 163,274.75     |
| Subtotal Ministry Revenue  | 52,993.24      | 322,444.60     | 31,700.00      | 1,017.18 %               | 337,263.93     |
| <i>Budgeted</i>            | 5,403.60       | 25,741.42      | 31,700.00      | 81.20 %                  | 0.00           |
| <i>Non-Budgeted</i>        | 47,589.64      | 296,703.18     |                |                          |                |
| <b>TOTAL INCOME</b>        | 361,607.68     | 2,191,613.32   | 1,761,516.00   | 124.42 %                 | 2,116,909.19   |
| <i>Budgeted</i>            | 271,618.04     | 1,852,510.14   | 1,761,516.00   | 105.17 %                 | 0.00           |
| <i>Non-Budgeted</i>        | 89,989.64      | 339,103.18     |                |                          |                |
| <b>EXPENSES</b>            |                |                |                |                          |                |
| SALARIES AND BENEFITS      | \$76,593.87    | \$829,932.99   | \$883,609.00   | 93.93 %                  | \$772,748.13   |
| VA CONFERENCE APPORTION    | 15,497.50      | 185,970.00     | 185,970.00     | 100.00 %                 | 209,862.00     |
| ALEXANDRIA DISTRICT APPOR  | 2,466.25       | 29,595.00      | 29,595.00      | 100.00 %                 | 32,043.00      |
| OPER&MAIN / MJ REPAIRS     | 33,856.81      | 333,194.57     | 356,900.00     | 93.36 %                  | 338,443.87     |
| SUPPORT SERVICES           | 16,622.97      | 77,648.23      | 97,200.00      | 79.89 %                  | 81,323.47      |
| LOCAL CHURCH PROGRAMMING   | 10,247.50      | 77,578.19      | 86,371.00      | 89.82 %                  | 73,828.91      |
| RESERVE EXPENSES           | 6,147.63       | 140,901.22     | 0.00           | 0.00 %                   | 216,659.55     |
| ADULT MINISTRY EXP         | 1,611.71       | 17,284.49      | 1,845.00       | 936.83 %                 | 30,523.09      |
| YOUTH EXPENSES             | 4,129.97       | 72,030.28      | 19,500.00      | 369.39 %                 | 76,042.64      |
| CHILDREN'S MINISTRY        | 1,711.40       | 9,416.84       | 9,905.00       | 95.07 %                  | 8,776.45       |
| MUSIC EXPENSES             | 14,829.77      | 39,163.91      | 30,600.00      | 127.99 %                 | 35,838.88      |
| MISSION EXPENSES           | 14,687.50      | 122,633.48     | 0.00           | 0.00 %                   | 160,584.18     |
| <b>TOTAL EXPENSES</b>      | 198,402.88     | 1,935,349.20   | 1,701,495.00   | 113.74 %                 | 2,036,674.17   |
| <i>Budgeted</i>            | 166,135.40     | 1,569,241.42   | 1,701,495.00   | 92.23 %                  | 0.00           |
| <i>Non-Budgeted</i>        | 32,267.48      | 366,107.78     |                |                          |                |
| <b>TRANSFERS</b>           |                |                |                |                          |                |
| TRANSFER ACCOUNTS          | \$0.00         | \$0.00         | \$0.00         | 0.00 %                   | \$0.00         |
| <b>TOTAL TRANSFERS</b>     | 0.00           | 0.00           | 0.00           | 0.00 %                   | 0.00           |

**Income and Expense Statement**

Consolidated - December 2017

|                               | Current Period      | Year to Date        | Annual Budget      | Annual Budget Percentage | YTD Prior Year     |
|-------------------------------|---------------------|---------------------|--------------------|--------------------------|--------------------|
| <i>Budgeted</i>               | (25,550.68)         | (145,150.68)        | 0.00               | 0.00 %                   | 0.00               |
| <i>Non-Budgeted</i>           | 25,550.68           | 145,150.68          |                    |                          |                    |
| <b>EXCESS INCOME\EXPENSES</b> | <u>\$163,204.80</u> | <u>\$256,264.12</u> | <u>\$60,021.00</u> | <u>426.96 %</u>          | <u>\$80,235.02</u> |
| <i>Budgeted</i>               | 79,931.96           | 138,118.04          | 60,021.00          | 230.12 %                 | 0.00               |
| <i>Non-Budgeted</i>           | 83,272.84           | 118,146.08          |                    |                          |                    |