



# UJAMAA GRANDMAS

## Annual Report

For the Year January 1 to December 31, 2017

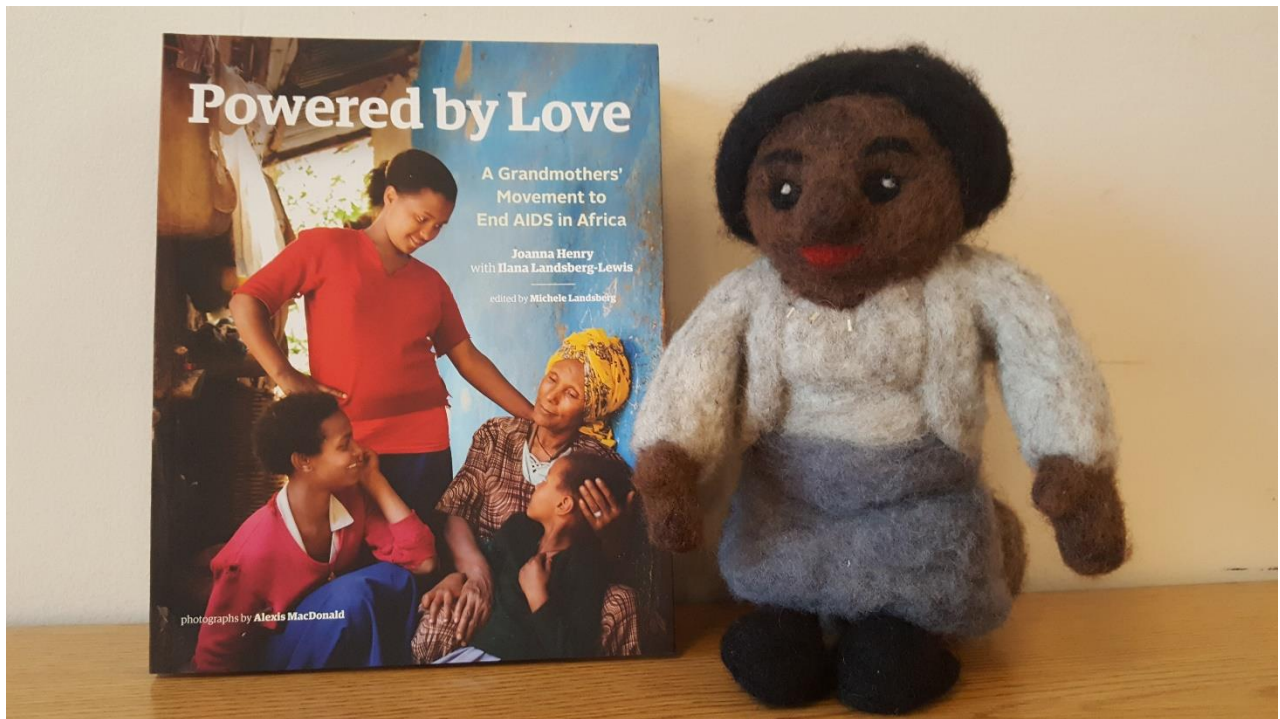


Photo: Renate Gepraegs

# Table of Contents

<b>President’s Report .....</b>	<b>2</b>
<b>Fabric and Yarn Sale Committee Report .....</b>	<b>3</b>
<b>Handcraft Committee Report .....</b>	<b>4</b>
<b>Knit Me Bags/Knit in Public Day .....</b>	<b>5</b>
<b>‘Walk in the Park’ Report; Ujamaa Walkers.....</b>	<b>5</b>
<b>Fundraising Co-ordinator’s Report.....</b>	<b>6</b>
<b>Bake Sale .....</b>	<b>6</b>
<b>Communication Report.....</b>	<b>7</b>
<b>Connections Team Report.....</b>	<b>7</b>
<b>Education Committee Report .....</b>	<b>8</b>
<b>Membership Report.....</b>	<b>8</b>
<b>Publicity Report .....</b>	<b>9</b>
<b>Webmaster’s Report.....</b>	<b>10</b>
<b>Financial Report for the Fiscal Year January 1 - December 31, 2017 .....</b>	<b>11</b>

## President's Report

This time last year we were celebrating our first decade and the wonderful achievement of raising a million dollars for the Stephen Lewis Foundation (SLF). This past year we continue to have many reasons to keep on celebrating as Ujamaa Grandmas shows no signs of slowing down.

During the year, we were privileged to host several of our African partners accompanied by staff members. Eunice Mangwane came in the spring and spoke to us about the struggles her community has had with the HIV/AIDS pandemic and her determination to educate and fight the ignorance and stigmas she encounters. Then in September, we hosted Ida Nambeya Mukuka from Zambia who is the Senior Advisor to the Stephen Lewis Foundation's Grandmothers to Grandmothers Campaign, and was a Field Representative in Africa. She was able to give us the latest news about the work of the Foundation with many examples from the grass roots organisations we partner. These visits are invaluable to us as the partnership and solidarity that we so often talk about become real as we get to know each other personally. Meeting with these indomitable and spirited women and hearing their stories first hand does much to inspire and invigorate us to continue our work of life changing support.

We had another opportunity to meet Ida together with author Joanna Henry and other African partners when they came to attend our launch of the new SLF book, *Powered by Love*. Our Calgary book launch was one of many very successful events held across the country. The book has justifiably become a best seller and garnered more funds and supporters for the Foundation nationwide.

As you can read from their reports, our three main sales, the Bake Sale at the Justice Film Festival, the Fabric and Yarn Sale and the Bags, Babies and Beyond Sale have all again had excellent results. These sales are eagerly looked forward to by many and have become well- established in the Calgary calendar. I feel that a great part of this success is that the organising committees are not content to keep going in the same old way each year but are continually looking for ways to improve, and have consistently come up with new ideas and ways of keeping the events exciting and fresh. Please read the fundraising coordinator's comprehensive report to learn about all the other activities we have undertaken this past year

A newly formed Connections Group comprised of active concerned members is helping us look to the future, particularly with the makeup of our constituency. Whilst Ujamaa Grandmas is very vibrant and productive, we are all aging and perhaps able to do less than we would like. Rather than wait till the group diminishes and inevitably becomes less active, we want to take positive steps to encourage and recruit a younger and more diverse membership.

The goal is that Ujamaa Grandmas remains a strong dynamic group well into the future. Although our partners have achieved huge strides in their struggle with the scourge of HIV/AIDS, they know they still have a long way to go and they very much depend on us. This quote from Eunice speaks for all our partners in her plea to us: "Never give up. We haven't given up through times of sorrow though we have been scratched, wounded and burdened. You might think it too much for you but you are like the kangaroo. You carry us in your pouches and we can't do what we do without you". My hope and firm expectation for Ujamaa Grandmas is that we will be there for them for many years to come.

It has been a privilege to serve as your president and I wish to thank all the board members and members who have worked with me over the past three years, supported and helped me do the best I could for this magnificent group of caring women.

Submitted by Alison Longson

## Fabric and Yarn Sale Committee Report

This was the 10th annual Fabric and Yarn Sale with a gross revenue of \$42,000.00.

The 2017 sale was organized by a steering committee that met at the Woodcliff United Church once a month in Nov. 2016, Jan. 2017, Feb. 2017 and Mar. 2017. There was a post-sale meeting held in May 2017. Even though not every member of the committee could attend every meeting, decisions for change and improvement were based on suggestions and discussion of those members who were able to attend.

The entrance fee was increased to \$2.00 and there was no negative impact on the number of shoppers.

Storage of pre-sale donations was a challenge. Donors were encouraged to hold onto their donations and personally transport them to the church throughout the pre-sale set up days and times. There were limited but larger donations from corporate donors and whenever possible, they held their donations and delivered them during the pre-sale days too. Books of pattern swatches were declined this year but those corporate donors offered to provide them to any Ujamaa Grandmas committee throughout the year if it has use of them. The online email account [fabricsale@ujamaagrandmas.com](mailto:fabricsale@ujamaagrandmas.com) is an immense aid in working through the pre-sale donation process.

High Arctic Resources picked up and transported the home storage donations to Woodcliff United Church. With Calgary's depressed economy it was a very generous contribution and added immeasurably to the success of the sale.

The teen volunteers from Youth Central were an integral part of the sale. The Cubs and Girl Guides were the youngest volunteers earning accreditation for volunteering and home-making badges in the process.

The redesigned tally sheets worked well and made the sale calculations less complicated for the cashiers.

The steering committee complied with the Fire Marshall's requirement to limit the number of shoppers to the occupant code for the space. It also had a certified First Aid person and an AED on location as required by Alberta Health and Safety.

The electronic registration of volunteers worked well. There was a shortage of volunteers in the accounting department and closing down the church at the end of the sale. Both of these volunteer components need improvement. Volunteers were advised that reasonable amounts of fabric for personal use could be purchased before the retail sale date as a thank you for their participation.

Advertising for the sale in print, social media and a TV promotion was a great help. The simple informative purse size poster still remains the best source of information for donors and buyers but being featured on the local TV newscast was a close second.

Volunteers were asked to take a bag of garbage and a bag of recycling as they left the church at the end of each shift and everyone was very compliant with the request. This system declutters the church and adds to the health and safety of all the volunteers.

Charitable sponsor, the Kidney Foundation, took all the fabric that was excluded from the sale and took as much of the leftover sale merchandise as it could. Charitable sponsor, World Serve, limited its pick up to fabric that was folded on bolts. Trucks and drivers from both organizations were provided free of charge. Going forward, the aversion to any charitable sponsor taking leftovers of books and patterns will be an issue and needs to be addressed.

Volunteers enjoy the socialization, the Bags, Babies and Beyond committee has an excellent inventory for projects for its sale and it gives the City of Calgary one of the best recycling projects imaginable. Never underestimate what a group of grandmothers on a mission can accomplish!

Respectfully submitted,  
Mona Jones, Chair, 2016 Fabric and Yarn Sale Committee

## Handcraft Committee Report

2017 Handcrafts Committee Members: Rose Besler, Dawn Bolger, Leslie Buckle, Sandra Burgess, Donna Chambers, Patty Cucman, Barb Doll, Susan Johnston, Janice McDonald, Karen McManus, Cheryl Mills, Donna Russell, Carol Spring, Glenda Sweetland and Mieke Van Dijk. Barb Skinner was board liaison for Handcrafts.

Handcrafts Committee is the support group for UJAMAA GRANDMAS handcrafters. The primary responsibility of the committee is organization and execution of BAGS, BABIES & BEYOND, which was held on October 20 and 21, 2017. The committee supports the efforts of handcrafters and works to maximize the value of the products created for the sale. In order to do this, a post-sale evaluation of what sold and what might be a best seller for the next sale was made. The 2017 sale had less product than in previous years but included a diversity of products of exceptional quality. The Sealed Bid Auction was very successful with a good variety of items on offer: large lap quilt, duffle bag, Blues Fest passes, hand-turned yarn bowl and needle set, needle felted figures, child's sweater set. The sale layout was modestly adjusted and the new look continues to provide shoppers and custodians with more room and better visibility of products. The sale was well attended and very little product remained. Some categories were virtually sold out.

Thanks to the volunteers, handcrafters, and committee members, over \$48,600 was raised. Expenses against this will include GST, Moneris fees, hall rental and modest supply costs.

The committee is comprised of product, yarn and fabric custodians as well as administrative roles. Because of the volume of inventory some product lines have multiple custodians. Each custodial team is responsible for the maintenance of an inventory, storing and pricing and post-sale management of the products under their care.

The committee supported members with a variety of workshops and demos. In 2017, Demo Day offered sewing, knitting and jewelry demos. Local award-winning quilter Gay Walker offered a morning mini-lecture on colour theory to the whole group. An Art Trading Card exchange was an opportunity for every attendee to take something home. Door prizes were awarded by random draw. Demo Day has become an anticipated annual Handcrafts event.

Additional workshops held included a two-day ceramic workshop, half-day needle-felting and one-day beading workshops. Two Sew-Alongs produced many popular microwave bowls and several Knit-Alongs resulted in boot toppers and cowls for the sale. A small group, Bag-ettes, was formed to focus on sewing fabric handbags and totes. This group met once a month and a significant number of items were produced for this product line. As a follow-up to the beading workshop, a weekly Bead-Along was initiated. This energetic group completed and contributed much wonderful beaded jewelry to the sale. In June, the group celebrated International Knit in Public Day at the Stash knitting shop in Inglewood.

The Fabric Custodian is the liaison between the Fabric Sale Committee and the Handcraft Committee. Two Fabric Open Houses provided members an opportunity to pick up fabric for sale items and for personal use at Fabric Sale prices. Kits, fabric, yarn, patterns and ideas were available at the gatherings.

Thank you to all the members of UJAMAA GRANDMAS for making 2017 so successful.

Submitted by Dawn Bolger and Patty Cucman.

## Knit Me Bags/Knit in Public Day

This initiative was originally part of last year's new activities in celebration of the Grandmothers to Grandmothers 10th Anniversary Committee. Its purpose is to create awareness of the Campaign as well as its support of the Stephen Lewis Foundation.

The committee prepares colourful red and white bags that hold instructions for several simple knitting projects, the needles and the yarn to complete them along with our brochure, business cards, a SLF postcard and a donation envelope. The message suggests that the person picking it up can make the project to keep or return it to be part of the Bags, Babies and Beyond Sale in the Fall.

Done in June around Knit in Public Day, the bags were distributed to Signal Hill Library, the library in Black Diamond, Bow Valley College, several smaller drop offs and at the Stash knitting store in Inglewood on that special day.

In total 52 bags were given out. Several of the knitted items were given to us for the sale as well as at least one donation envelope. The scope of the awareness is never fully known as it reaches a wider demographic and donations are sometimes sent directly to the foundation. The committee is small but enthusiastic in promoting the work of Ujamaa, the Campaign and SLF. We're preparing for year three right now!

Submitted by Carla Lorfing

## 'Walk in the Park' Report; Ujamaa Walkers

We have a unique way of supporting the SLF Grandmothers Annual Stride. The Ujamaa walking group is now in its 5th year of 'walking and talking' twice a week (Tuesday and Thursday AM) for an hour. We enjoy our Calgary parks in the summer and 'endure' Market Mall walking during the winter months. We average 2-7 walkers and each donates a toonie for the Stephen Lewis Foundation; collectively, we have donated over \$2400 to SLF since 2014. We take a 2-week walking break at Christmas to avoid the mall chaos. New walkers are always welcome. If interested, please email [message@ujamaagrandmas.com](mailto:message@ujamaagrandmas.com) and someone will contact you.

Submitted by Louise Breadner

## Fundraising Co-ordinator's Report

We have had another fantastic year of fundraising. Total revenue before GST is deducted was \$108,000. The Fabric Sale and the Bags, Babies and Beyond Sale raised \$89,000 or 82% of total income. The balance of the revenue was raised at smaller events held throughout the year. These events give the less handcraft-oriented members a chance to participate: the bake sale, the honorarium from the SAIT convocation, workshops, Speaker's Bureau, the Ten Thousand Villages partnership day and special projects. The Banff Tea Company sales and donations also contribute to our revenue.

Thank you to the members who have been involved in so many ways throughout the year. The hundreds of volunteer hours have allowed us to keep our expenses to a minimum and maximize our donations to the Stephen Lewis Foundation. We are a successful organization because of your dedication and hard work.

Respectfully submitted.

Lorraine Campbell, Fundraising Coordinator

## Bake Sale

Our annual Bake Sale was held once again in the global fair section of the Marda Loop Justice Film Festival. We appreciate being asked to participate in this worthwhile event each November. Not only do we raise funds but we have the chance to tell folks about our group and the work of the Foundation. We requested donations of baking from our members in enews and at monthly gatherings and were so pleased with the generous response of high quality and quantity of wares from popcorn to pies and jellies and everything in between. Joyce Eynon didn't bring in baking but delivered a cheque for \$222 for Christmas cakes she had made for friends! Whereas some years we run out of baking, this year we had enough to last all 3 days and even had a request to package up all the remainders at the end for sale at another event. Members were also generous in volunteering their time for shifts during the Friday evening, Saturday and Sunday of the sale. Proceeds from the sale were \$2700 and we would like to give a big thanks to everyone who donated, bought and sold at the sale.

Submitted by Leslie Buckle and Anne Taylor

## Communication Report

The Communications Coordinator collects, organizes and edits articles for the monthly E-News, triages incoming email messages to the appropriate person or committee, and sends out notices and announcements to members and customers. As always, it continues to be rewarding working with Board members and committee chairs as we endeavor to keep us all informed and up-to-date. We encourage members to submit items of interest for consideration in the monthly newsletter.

One of the many strengths of our organization is our inter-connectedness and we rely on member participation, feedback and support. Whether we are able to volunteer on committees, assist with special projects, serve on the board or cheer from the sidelines, sharing information, feelings and ideas is key in reaching a mutual understanding.

Respectfully submitted,  
Claire Scott Communications coordinator

## Connections Team Report

Several Ujamaa members attended a very thought-provoking session on The Cycle of Group Renewal at the Alberta Provincial Gathering last September which stressed the importance of 'taking stock' every several years and consider mixing things up to renew energy and interest.

Ujamaa is currently in our 12th year of operation and our database indicates that we have 500+ members. We fully realize that there are many untapped strengths, ideas, interests and talents in our group to access and build from as we plan for our continued success.

A dozen or so of us met on our return to Calgary and struck a new sub-committee, the Connections Team. Our main goal is to revitalize ongoing members and to further attract and engage new members as we move forward.

With the Board's approval, we developed a membership survey which was emailed to all Ujamaa members in late January. The brief survey consisted of 5 questions which explore each member's level of involvement and satisfaction with our existing activities, interest in or ideas for future fundraising or social events, and any other concerns or questions they may have. We are thrilled to have received 140 responses with excellent feedback and we thank all respondents! Our next step is to initiate phone contact in March/April with over 80 respondents who agreed to be a more substantive discussion. We will then summarize our findings and communicate them to the Board, and to YOU, OUR MEMBERS, via E-NEWS. Once we complete this process, we are confident that we will have valuable insights to remind us be mindful of as we move forward with enhancing our Ujamaa programming. We will then shift our focus towards new member recruitment and a new and more comprehensive WELCOME to Ujamaa.

We commit to keeping you informed and involved as we progress with these initiatives. Your feedback and input is always welcome and appreciated.

If anyone is interested in joining our team, please email: [message@ujamaagrandmas.com](mailto:message@ujamaagrandmas.com).

Prepared by Louise Breadner on behalf of the Ujamaa Connections Team;  
Carla Lorfing, Ellen Monaghan, Anne Taylor, Marilyn Simmons, Marion Shadlock .



## Education Committee Report

Again for the past year the Education Committee (or Speaker's Bureau) has provided educational materials for the 3 large yearly sales plus other Ujamaa events, including supporting board members at monthly gatherings. Our purpose has been to promote awareness of and raise funds for the work of the Stephen Lewis Foundation in Africa.

The invitation in the spring from Doctor Morris Gibson elementary school in Okotoks was especially productive. Louise Breadner and Anne Taylor made 17 classroom presentations and participated in their annual Valentine's Heart to Heart marketplace (with wares from our handcraft group). Together with funds raised by the school, proceeds sent to the Foundation were \$3560.

The Canadian Federation of Nurses Union requested a table highlighting the work of the Foundation at their annual convention in Calgary June 6-9. Consequently Louise Breadner, Susan Plesuk, Yvonne Way, Kathy O'Grady, Donna Taylor and Lorraine Campbell took shifts presenting information on Ujamaa Grandmas and the Stephen Lewis Foundation. The CFNU made a 3 year commitment of \$135,000 annually to the Foundation at the close of the convention.

In June Susan Plesuk gave a presentation on our work to Amica seniors' lodge.

The Haysboro Seniors resources group invited us to give a talk in January 2018 and Susan Plesuk and Anne Taylor presented a slide show.

We have a few presentation pending for this spring but continue to look for other venues to spread the message of Ujamaa Grandmas and the Foundation. We welcome the suggestions of members for these talks which can be arranged by contacting our website.

Susan Plesuk and Anne Taylor co-chair this committee and greatly appreciate the work of Louise Breadner and other Ujamaa Grandmas who enthusiastically pitch in at events as needed.

Submitted by Anne Taylor

## Membership Report

Our numbers have continued to grow over the past year. As of December 31st, 2017, we have 532 members which is an increase of 39 new members from 2016. We also have 353 customers which is an increase of 30 new customers. It is so wonderful that we continue to grow in both areas.

A review of many items was also completed this year. The membership Excel spreadsheet was reconciled with our Google group list. Follow-up was done by either email or telephone call to confirm that 29 members had in fact unsubscribed or that we had the wrong email address. Also, all members that had questions or queries submitted when they signed up, regardless of the date posted, were contacted regarding their questions.

A new email address was set for the coordinator to use when contacting our membership. Also, all of the letters that are sent out to new members and customers were updated, i.e. the automatic letters generated from our Google group and the letter the new members receive immediately following their sign up on our website.

And last but not least, a new comprehensive members' letter was designed and is emailed from the Ujamaa membership email address to all new members. This is then followed up by a telephone call to further welcome the new member and to answer any questions. Hence, all of these changes were designed to better stay in touch with our members.

The membership coordinator checks the membership/customer database weekly and moves the new individual to the appropriate Google group to receive our emails. Members and customers can choose to remove themselves from these Google groups at any time. Data that members complete as part of the survey is maintained in the membership data base and is used to search for members that have particular interests or talents and who might be interested in volunteering for specific activities or projects. The membership coordinator strives to keep this membership list up to date but because individuals can remove themselves from the Google group at any time, there may be a slight discrepancy between the number of members listed in the Google group and what appears in the membership data base.

Members receive the monthly E-news as well as other important updates, information and volunteering opportunities. Customers receive notifications about Ujamaa Grandmas upcoming events such as the Bags, Babies and Beyond Sale and the Fabric and Yarn Sale.

Submitted by Kelly Brittain, Membership Coordinator

## Publicity Report

We had some media attention with our two main events of the year where the CBC Eyeopener ran a quick 'shout out' for both the Fabric and Yarn Sale and the Bags, Babies and Beyond Sale. Dawn Bolger was also interviewed for Newstalk 770 for the Bags, Babies and Beyond Sale. Patrons report hearing the radio pieces which helps to boost awareness and attendance at the sales. Alison Longson and Leslie Buckle were able to promote the Fabric and Yarn Sale and to talk about our work when they were interviewed on CTV's Morning Live program.

The main ways events and activities are publicized is through various publicity platforms that we indicate on our Publicity Plan. We also utilize our various social networks such as our website, email, Facebook and Twitter. Our extensive network is also significant for passing on event information by word of mouth.

This year we continued to have many activities to further our public awareness efforts which included a spring yarn bomb at Knox United church, handing out Knit Me Bags, knitting day at Stash, volunteering at SAIT and Ten Thousand Villages and providing baked goods at the Justice Film Festival.

The launch of the Powered by Love book provided a unique opportunity to showcase the work that the Stephen Lewis Foundation has done over the past 10 years with the Grandmothers to Grandmothers Campaign. We publicised our book launch to the public and had a good turnout to the event by which indicated the importance of providing education and enrichment to our members.

We look forward to continuing to promote Ujamaa Grandmas in creative ways for 2018.

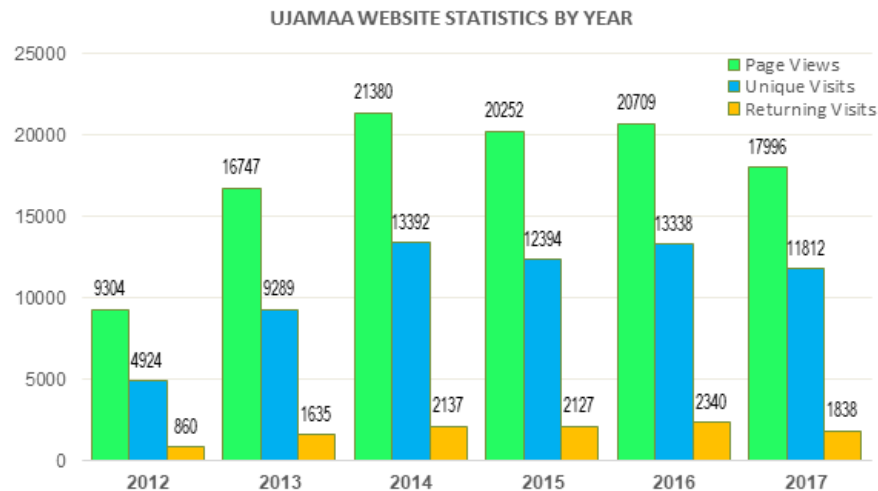
Submitted by Renate Gepreags, Publicity Coordinator

## Webmaster's Report

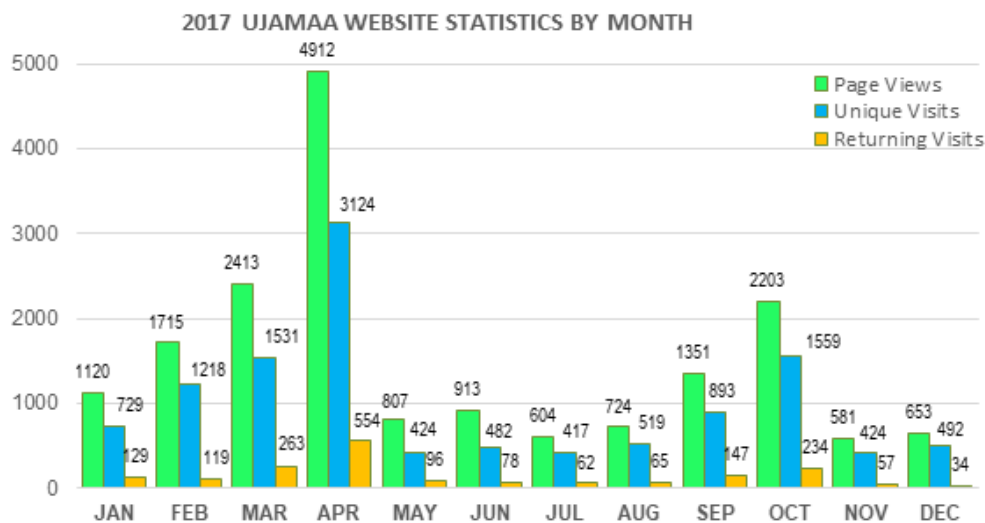
The primary function of the web site is to provide regular communication to Members, online Membership registration and Workshop and Event sign up.

Hosting is provided by 100sitehosting and the cost of the web site continues to be very affordable at \$150.US per year. Domain registration is an additional \$50 per year. This provides us with unlimited storage, bandwidth and email addresses.

Web traffic continued to be consistent over the last three years. In 2017 there were 11,812 unique visits to the website compared to 13,338 in 2016 and 12,394 in 2015. Total hits on the site since inception were over 67,000 by the end of 2017.



Month on month, traffic to the web site remained steady with an average of 984 unique visits per month, including the peak months of April and October. These months and the month prior experience exceptional traffic because of FABRIC & YARN SALE in April and BAGS, BABIES & BEYOND in October. SNEAK PEEK continues to be a popular page in the month just prior to the sale.



Submitted by Leigh Aquart

# Financial Report for the Fiscal Year January 1 - December 31, 2017

## **Treasurer's Statement**

As Treasurer of the organization, I certify that the information in the attached Financial Report is a true and complete accounting of the financial activities and assets of the Ujamaa Grandmas for the fiscal year January 1 - December 31, 2017.

Original signed by; Kathleen Patterson

Date: March 8<sup>th</sup> 2018

## **Financial Reviewers' Report**

As the appointed financial reviewers, we have reviewed the Financial Report of the Ujamaa Grandmas for the fiscal year January 1 - December 31, 2017. The review included examination of the financial records and supporting documentation as provided to us in the course of the review.

In our opinion, this report fairly presents the results of the Ujamaa Grandmas organization for the fiscal year and its financial position at December 31, 2017, on an accounting basis consistent with that of the preceding year.

Original Signed by;

Cindy Johnson

Date: March 10<sup>th</sup> 2018

Lynette Johnston

Date: March 8<sup>th</sup> 2018

<b>Ujamaa Grandmas 2017 Financial Statements</b>		
<b>Balance Sheet</b>		
<b>Assets</b>	<b>2017</b>	<b>2016</b>
ATB Bank Account	\$ 25,092	\$ 13,410
Prepaid Expense BBB Rent deposit	\$ 446	\$ 408
<b>Total assets</b>	<b>\$ 25,538</b>	<b>\$ 13,818</b>
<b>Liabilities</b>		
Accounts payable	\$ 1,418	\$ 1,500
Goods and service tax payable	\$ 3,171	\$ 2,902
Income Tax Payable	\$ 2,882	\$ 2,733
<b>Total liabilities</b>	<b>\$ 7,470</b>	<b>\$ 7,135</b>
<b>Retained Earnings</b>	<b>\$ 18,068</b>	<b>6,683</b>
<b>Total liabilities &amp; Retained Earnings</b>	<b>\$ 25,538</b>	<b>13,818</b>
<b>Income Statement</b>		
<b>Income</b>		
Fabric and Yarn Sale	\$ 40,780	\$ 34,179
Fabric & Yarn sale donations	\$ 2,340	\$ 1,958
Bags, Babies and Beyond Sale	\$ 48,695	\$ 48,581
Bags, Babies and Beyond Sale Donations	\$ 355	\$ 764
Workshop revenues	\$ 495	\$ 30
Miscellaneous donations	\$ 245	\$ 228
Bake sale at Justice Film Festival	\$ 2,762	\$ 2,415
Ten Thousand Villages partnership day	\$ 656	\$ 630
Honorarium for SAIT convocation	\$ 3,671	\$ 3,743
Banff Tea Company	\$ 875	\$ 730
Speaker's Bureau	\$ 1,230	\$ -
Speakers Bureau School Events	\$ 3,446	\$ -
Special Projects	\$ 2,328	\$ -
Moneris	\$ 80	\$ -
Less GST included in sales	\$ (3,471)	\$ (3,202)
<b>Total Income</b>	<b>\$ 104,487</b>	<b>\$ 90,056</b>
<b>Expenses</b>		
Admin, supplies, materials & website	\$ 1,338	\$ 340
Fabric and Yarn Sale	\$ 2,652	\$ 1,891
Bags, Babies and Beyond Sale	\$ 3,073	\$ 3,198
Workshops	\$ 285	\$ 241
Bake sale	\$ 128	\$ 3
Special Projects	\$ 1,179	\$ -
Speakers Bureau	\$ 830	\$ 150
Stephen Lewis Foundation donations	\$ 78,000	\$ 77,500
Insurance	\$ 1,671	\$ 1,667
Bank charges	\$ 163	\$ 14
Moneris monthly fees	\$ 21	\$ 125
Professional fees	\$ 1,178	\$ 1,365
10th Anniversary	\$ -	\$ 361
Miscellaneous expenses	\$ 3	
Current income taxes	\$ 2,882	\$ 2,733
Less GST included in purchases	\$ (300)	\$ (300)
<b>Total Expense</b>	<b>\$ 93,102</b>	<b>\$ 89,288</b>
<b>Net income</b>	<b>\$ 11,385</b>	<b>\$ 768</b>
Retained earnings, beginning of year	\$ 6,683	\$ 5,915
<b>Retained earnings to date</b>	<b>\$ 18,068</b>	<b>\$ 6,683</b>