FRONTIER HOUSING 2006 ANNUAL REPORT

DEDICATION

This annual report is dedicated to our friends and neighbors, those people who live and work in our service area of Bath, Carter, Elliott, Fleming, Magoffin, Menifee, Morgan, Rowan, and Wolfe Counties, and the city of Ashland.

FRONTIER FRIENDS & FAMILY,



t Frontier Housing we have always prided ourselves on being quality builders. We may be best known for building homes, but the truth is that we build a lot more. We build better places to live. We build neighborhoods. We build wealth for the families and the region we serve. We build better communities. In fact, our ultimate goal is to help build vibrant, healthy communities within our beloved Appalachian hills where everyone's basic needs are met, so that every one of us who calls this region home can achieve their full potential.

Successfully moving toward this vision requires us to take action on a daily basis that is firmly rooted in our 32 years of experience. We buy land. We develop property. We construct houses. We design affordable housing options that meet the needs of the region. Success also requires us to make significant investments. We invest money, time, and energy in our houses, in our homebuyers, and in our communities. In short, we get things done when it comes to housing.

The impact of Frontier's work is much greater than the existence of a lot of new houses. The families in these homes are a part of the community at large, and the impact of a better home resonates beyond each family to impact the entire community. Numerous studies show that adequate, stable housing goes

hand-in-hand with better health, job stability, and increased performance in school. Whether the recipient of a Frontier housing solution is a nurse at a local hospital; a retired couple who need a safe, affordable place to make their final home; or a family with children who need their own space to play, to study, to grow; the entire community thrives.

We feel fortunate to receive support from so many local people, who share our vision of better communities and who work with us hand-in-hand to make it a reality. Some of our "builders" may know nothing about pounding nails or plumbing a bath, but they certainly know how to build community. The synergy created by the involvement of our city and county government leaders, business owners, bankers, and citizen volunteers creates resources that support every home.

With this annual report, we invite you to explore Frontier's relationship with your community. And most importantly, allow us to thank all of you within Frontier's family of supporters who contribute to the work that we do. It's with your help that we build not only

quality homes, but also quality communities.

STACEY EPPERSON, Executive Director



WELCOME

s with most worthwhile endeavors, the numbers tell only one facet of the activities at Frontier Housing. Behind each housing solution we provide, there are human stories. And each human story also is a community story.

Each housing solution holds the story of the affected family. And each housing solution also holds the story of one of our dedicated staff members. Scratch the surface of any of these and you will find rich community involvement and activity.

Like a closely woven fabric of great strength and beauty, Frontier's staff, board members, volunteers, partners, and supporters work together to make real change in our region. We are proud that this fabric is growing stronger with time as we welcome new relationships, and strengthen others.

We have had a strong and challenging year at Frontier Housing. Our manner of providing housing solutions is undergoing dramatic change for the good.

We are now recognized as national leaders in the movement to use manufactured housing to provide families with attractive, safe, energy efficient, affordable homes. This year, Frontier is also proud to have become a chartered member of NeighborWorks® America, the premiere group in the nation for community and neighborhood development.

Several new staff members have joined Frontier's team over the past year, adding fresh insights to Frontier's day-to-day work. In addition to gaining new strengths and perspectives through our staff, we are developing new and stronger relationships with local and regional entities. In a strategic move to streamline the work we do, we are strengthening our collaboration with other housing groups and local community development organizations throughout the region.

Our homeowners, our staff, our regional and national partners and our supporters are all part of a rich and strong community which is dedicated to our mission of providing affordable housing solutions. We hope you will take some time to explore the multi-faceted work we do, and to hear our stories — the human stories, and the community stories.

Thank you all for your continued support and interest.

FRANK OLSON, Chairperson of the Board



Community First investment, action, and impact

INVESTMENT

Frontier invests time, money, and energy. We have leveraged more than \$10 million in community investments.

- \$3.5 million in direct homeownership investment
- \$3.3 million in new rental investment
- \$18,000 granted to over 20 homeless families
- \$28,000 granted to homebuyers for down payment to afford local bank loans totaling nearly \$500,000
- \$3.5 million in private/public investments secured for downtown elderly and disabled project

ACTION

Here's just some of what we accomplished during 2006:

- Served 149 families with housing solutions, improving their living conditions
- Built 35 quality, energy-efficient new homes
- Originated 7 Kentucky Housing Corporation loans
- Provided 225 potential homebuyers with homebuyer education or financial literacy counseling
- Stopped foreclosure for 11 families
- Developed and opened 2 subdivisions, Buttermilk Branch and Community at Edgewood
- Opened Sawgrass Greene, 54 units of new affordable rental housing

IMPACT

Some of our positive community outcomes:

- Last year we served families with an average income of \$16,000
- Over the past 10 years, we have helped raise \$5 million in local taxes
- In the past 30 years, we have added \$64 million to the tax base
- Next year we introduce Boodry Place, a new type of residential rental community. This multigenerational community targets senior citizens (ages 55 and older) and persons with physical disabilities, including children
- During our 32 year history we have provided better housing conditions for over 1,000 families, have improved the region by removing blighted housing, and have touched an immeasurable number of people by improving their quality of life

In a recent study Frontier found that the cost of housing development had increased by 87% since 2000, significantly outpacing growth in incomes which have risen only 26%, while available subsidies have been cut by more than 75%.

COMMUNITY CHALLENGES

Improving communities with affordable housing is a challenging, multi-faceted activity even in the best of times. It can be particularly daunting, when economic situations are not ideal. In a recent study Frontier found that the cost of housing development had increased by 87% since 2000, significantly outpacing growth in incomes which have risen only 26%, while available subsidies have been cut by more than 75%. This comes at a time when funding for affordable housing, particularly grant dollars to serve the lowest income families, has been significantly reduced. What this means is that it's tougher for Frontier to serve families at the lowest end of the income scale.

COMMUNITY SOLUTIONS

We haven't given up on the folks who are most in need of affordable housing. Instead we have refocused, reorganized, and retooled our programs to make better use of the resources we have available and to ensure the greatest impact for our customers and communities.



We're confident that our new housing solutions are up to meeting our new challenges.

Family Stories, Community Stories

THE COX FAMILY

Phillip and Mary Cox have a unique history with Frontier Housing that goes back more than twenty years. Mary was born near Cincinnati and lived there until she was about nine years old, when her family moved to the Morehead area and purchased a home with the help of Frontier Housing. Mary grew up in that home, and several years later she married Phillip Cox, who grew up in Elliott County and had been working for Frontier for five years. Phillip and Mary had been married for seven years and had three small children when they decided to buy their own Frontier home.

This February, the Cox's celebrated eleven years in the home they built together. Because Phillip is a skilled carpenter, he had an unusual opportunity that many homeowners don't have — he essentially built his own home. When asked whether or not he had the opportunity to help build his own home, Phillip laughs and says, "Me and Mary Ann built that house." The Cox's purchased property near the farm where Phillip was raised and started building in September. They were finished by February and moved in just in time to celebrate their youngest son's first birthday.

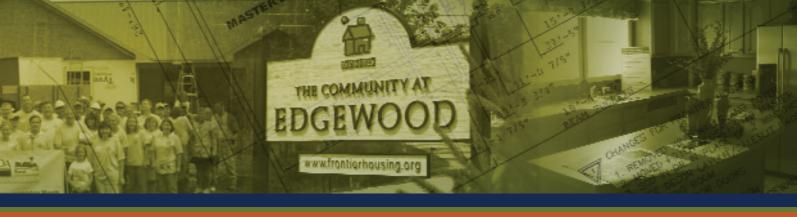
Now their three small children are all grown up. Jonathan is 17, Mark is 15, and Bradley is 12. This summer Jonathan was selected to attend the Governor's Scholars Program (GSP) in Danville, Kentucky. It's a great honor to be selected for GSP and only the best and the brightest young students from across Kentucky are given the opportunity to go. When asked if he thought



having a Frontier home made a difference in his children's lives, and whether it was part of the reason Jonathan is at GSP this summer, Phillip says "definitely." He's proud of the fact that he's been able to raise his children in "better surroundings." With the money the family has saved on electricity and other bills, they have been able to provide things for their children that they wouldn't have been able to provide before.

It's been just over ten years since Phillip, Mary, and their three sons moved into their new Frontier Housing home. The sturdy house is no longer new, but the Cox family is still reaping the benefits of building a new home for their young family 11 years ago and will be for many years to come.





LEE AND LUCILLE ALLEN

ee and Lucille Allen grew up in Breathitt County, but they had always loved Wolfe County. As Lee says, "There ain't no place like Wolfe County." So when he found work there as a policeman, the Allens moved and raised their five children in Campton. Lee performed on the side as a bluegrass musician and has played and recorded with Ralph Stanley and other famous bluegrass artists. But even with the success of their careers and family, the Allens were in their sixties by the time they finally purchased their own home.

For the eight years before they heard of Frontier Housing, the Allens lived in a rental home that was in very poor condition. There were cracks in the ceiling that opened their home up to the rain, forcing them to use pots and pans to collect the water. Unfortunately, those pots and pans couldn't stop the water that flowed from their backyard into their home when it rained. Lee says that when there was a strong wind, he could watch the linoleum on the kitchen floor move and he could hear the windows rattle

Finally the Allens couldn't take it anymore — they began looking into their choices for a new home, and they found out about Frontier Housing. They got in touch with Cody Prater who worked as a Housing Specialist, and thanks to Frontier's new manufactured housing program with Clayton Homes, they had a new home in just a few months.

The Allens chose to go with a manufactured home for several reasons, one of which is the fact that they were able to choose a wide variety of extra features at an affordable price. They chose the Clayton's "Brookdale" floor plan because of its spaciousness and amenities. Their new home includes a large kitchen, two



bathrooms (one of which has a huge tub and separate shower), three bedrooms, and Energy-Star rated appliances and insulation.

While the Allens were renting they paid at least \$120 for gas and \$60 for electricity each month during the winter. In contrast, during the first winter in their new home, their highest bills were only half what they previously paid. Lee Allen is so happy with the heating and cooling in his house that he says it's his favorite thing about their new home. "I believe to my soul that this is the tightest, most insulated place in the world." Lucille says that she's happy she can walk barefoot inside whether it's summer or winter. "I never even heard a window rattle," she says.

When asked if they are happy with their new home, Lee says, "Well I'm as happy as a possum up a persimmon tree! I'm the happiest I've ever been in my life and I'm not plannin' on movin'. There'll be a gun battle first!" Lucill simply comments, "I'd advise about anybody to go our route." The Allens are proud of their new house — after all, it's their first real home together. After many years of marriage, five children, careers and retirement, they are finally settled into the home of their dreams and it's everything they ever wished for.





We asked ourselves, "With nonprofit intervention, can the use of factory built homes be more advantageous for the home buyer?" At Frontier, we believe when the right steps are taken to ensure quality homes and fair finance, factory built is a good, viable, marketable, and affordable housing solution. We believe that the use of manufactured housing will allow us to meet our customers' needs, providing more space, more floor plans, and more options, in less time and for less money than we could by utilizing site-built housing alone.

Frontier has established a relationship with Clayton Homes, the leading home manufacturer in the nation. This collaborative effort has resulted in what we believe is the best product available for our targeted customer. In addition, Frontier hired a factory built housing industry expert and has sent staff members to manufactured housing installation courses.

The uncertainty of quality has been removed. Frontier's manufactured homes not only meet the requirements of the U.S. Department of Housing and Urban Development and USDA Rural Development, but also meet the Design Standards of Kentucky Housing Corporation's Universal and Minimum Design. For factory built homes, we know what criteria to use to ensure quality, energy efficiency and durability.

COMMUNITY VOICES













RODNEY HITCH

G.R. (SONNY) JONES

YCE MESSER

MAYOR BRADIEY COLLINS

HANK ALLEN

JOHN WILLIAMS

RODNEY HITCH,

Executive Director,

Economic Development Council

Working in economic development, I understand the importance of providing a good quality of life for people who live in our area and who will be the employees that are needed for companies and businesses who locate here. One of the most fundamental aspects of good quality of life is access to quality, affordable housing. Frontier Housing has been at the forefront of providing good, clean, quality affordable housing in our area for years. Many people are in better housing because of Frontier. Happier employees mean more productive workers, which mean happier employers. Availability of needed housing definitely has an impact on the community as a whole. We appreciate Frontier's efforts to support families in our community.

G.R. (SONNY) JONES, JR., CPA Vice President, Finance/CFO,

St. Claire Regional Medical Center One of the most compelling factors for me in making the decision to serve on Frontier's Board of Directors was that their mission was compatible with the work we do at St. Claire Regional Medical Center. Frontier is a longstanding organization that provides housing for those in need who perhaps couldn't otherwise afford it, much the same as St. Claire Regional has a long history of providing health care for those in need who may not otherwise be able to afford it. In fact, the two issues go hand-inhand. Poor housing conditions can dramatically affect health. Families who can not afford safe, decent housing can need higher levels of health care. St. Claire Regional fully supports Frontier's mission. Also, I feel that by serving on Frontier's Board of Directors I am giving back to the community where I grew up and that I now call home.

JOYCE MESSER,

Branch Manager, US Bank

I have been associated with Frontier Housing for 17 years in my capacity with local banks in the area, and have always thought that it was a great organization. There are many opportunities for non-traditional mortgage financing on the secondary market these days, but people have to be making a certain income to qualify for these opportunities. By using several different pots of funding available to them as a non-profit, Frontier makes homeownership a possibility for low- and moderate- income families that conventional banks and lending institutions cannot touch. They also provide Homebuyer Education to help prepare potential homebuyers to become mortgage ready and to understand the responsibilities of homeownership. They really fill a void in the community with the homeownership services they offer. In addition to the mortgages they make available, the homes they build are very nice. At one time, affordable housing groups built what we in the banking industry called the FHA house — a very basic, small, square box house that you could almost pick out when you saw one. Frontier is really offering so much more with spacious, attractive houses. Frontier houses are much more than just a roof overhead, they are truly homes!

MAYOR BRADLEY COLLINS,

City of Morehead

It would take me a while to count the ways that Frontier Housing has been an asset to our community. Frontier has been important not only to the City of Morehead and to Rowan County, but really to the entire region. They have provided quality affordable housing to people who would never have been able to afford it otherwise. They have partnered with the City of Morehead on affordable housing projects on several occasions, and have been a wonderful partner.

When you provide somebody with a safe, decent, sanitary home, you're affecting the community in several ways. First you are more than likely getting rid of dilapidated, run-down housing that wasn't worth very much and replacing it with a better home that will bring more money in on the tax rolls. But it's more than that. I have seen it happen time after time. When you provide someone with better housing, the heads of household — the parents — the breadwinners —

think better of themselves. They commit to their homes and their communities. They take better care of their property and keep it looking better. They become more involved in their community. They're able to get better jobs with better wages, which allows them to spend more money in the community, which again increases taxes coming in to the community. It's a wonderful, wonderful cycle.

HANK ALLEN,

CEO, Commercial Bank

Frontier Housing has certainly provided affordable housing for a segment of the community that would not otherwise be able to afford a new home. In Morgan County, there is a particular need for moderately priced single-family homes that Frontier Housing is working to fill. Rather than being competition, Frontier has formed a wonderful alliance with Commercial Bank and with a team effort we are better able to serve low-income families with their housing needs. We appreciate Frontier being in our county and in our market.

JOHN WILLIAMS,

Superintendent,

Elliott County School System

I have been very impressed by Frontier Housing, not only because they build nice houses, but also because of how energy-efficient their homes are. This really makes the houses more affordable to low-income buyers. Funds that went out the chimney or through the cracks of an older home can now be used for other purposes - to put food on the table, or buy clothes for the kids. Children can't get a good education if they aren't properly housed, fed, and clothed. Frontier has definitely made progress in this area, and they have also provided housing for our employees. One of our bus drivers lives in a home built by Frontier, and he is always bragging in the winter about how low his utility bills are. Frontier has had a very positive impact in our community not only by adding fine housing, but also by offering employment opportunities. We are lucky to have them in the area!





To make a
donation or for
more information
about our
organization, contact:

FRONTIER HOUSING www.frontierhousing.org

FRONTIER HOMEOWNERSHIP CENTER 5445 Flemingsburg Road, Morehead, KY 40351 Phone: 606.784.2131

FAMILY &FRIENDS

BOARD OF DIRECTORS

Frank Olson, Chairperson, David Lollis, Vice-Chairperson, Steve O'Connor, Secretary, Phil Martin, Treasurer, Nancy Leue, Kay Stiner, G. R. (Sonny) Jones, Jr. CPA, Paula Stafford, Bonnie McKenzie, Don Mantooth, George Plage, June Smith, Martha Wilson

FRONTIER HOUSING **STAFF**

SALES DIVISION

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COMMUNITY AND DESIGN DIVISION

Ronnica@frontierhousing.org

Fred Brown - Predevelopment Manager: Fred@frontierhousing.org Tom Carew - Director of Community and Design: Tom@frontierhousing.org Josh Trent - Architectural Designer: Josh@frontierhousing.org

OFFICE OF CEO

Stacey Epperson - Executive Director: Stacey@frontierhousing.org Wendy Puckett - Executive Assistant/Corporate Board Secretary: wpuckett@frontierhousing.org

FINANCE AND ADMINISTRATION DIVISION

Stephanie Cooley - Office Manager: Stephanie@frontierhousing.org

Sherry Farley - Chief Financial Officer: Sfarley@frontierhousing.org

Becky King - Accounts Payable Clerk: Becky@frontierhousing.org

Ronda Utterback - Staff Accountant: Ronda@frontierhousing.org

Billie Ann Wells – Senior Staff Accountant: Billie@frontierhousing.org

Penny Young - Financial Officer: Penny@frontierhousing.org

CONSTRUCTION DIVISION

Phillip Cox - Site Manager: Phillip@frontierhousing.org Jim Ward - Director of Construction: Jim@frontierhousing.org

CONSTRUCTION CREW

Pat Bromwell loe Lewis Seth Lewis Tom Lewis

FINANCIAL SUPPORT/PARTNERS

OUR SUPPORTERS

Allen S. Lim Amy Ullrich Amy Zamkoff

Andrew M. Brown

In honor of the Amy Woolever and Daniel Krainin Wedding Anne & Michael Steine

In honor of the Amy Woolever and Daniel Krainin Wedding Appalachian Volunteers

Arthur Simmons

Audrey Anne Wilkerson — In memory of Joe Wilkerson

Bella & Harvey Rafofsky

In honor of the Amy Woolever and Daniel Krainin Wedding Bernard & Marilyn Hillman

In honor of the Amy Woolever and Daniel Krainin Wedding

Billie Jean Clayton

Bob & Sandy Lindahl

C. Nelson Grote

C. Roger Lewis Agency

Campbell Levy

In honor of the Amy Woolever and Daniel Krainin Wedding

Carolyn Moore — In memory of Virginia Whitehead Catherine Riordan & Kurt R. Raschi

Chet Artysiewicz

Chris and Nancy Weigel

Chuck & Eileen Garven

Clare Kinney
In honor of the Amy Woolever and Daniel Krainin Wedding

Clayton Homes

Dan & Pat Braccio

Daniel & Alyce Wechter

David & Janice Ovecka
David & Stacey Epperson

In honor of staff and in honor of Kevin Prochaska and Shelly Prochaska

In honor of the Amy Woolever and Daniel Krainin Wedding

Denny Northcutt

Donald & Anita Segel In honor of the Amy Woolever and Daniel Krainin Wedding

Dr. Ann Colbert

Dr. Anthony D. Weaver

Dr. Mary Phillips

Dr. Stefanie Greene

In honor of the Amy Woolever and Daniel Krainin Wedding

Earl Scott — In memory of Glen Terrell

Ed & Ann Scott

Eleanor Esther — In memory of Georgia Lucille Lang

Elisabeth Schwabe

Ellen A Lacy — In memory of Marjorie Ward Eric & Lauren Olson

Fannie Mae

Fr. Jerry Dorn

Frances Riordan

Frank & Ann Olson

In memory of Archie Utterback and in honor of Frontier Staff

Gaston & Noreen Cadieux

In honor of the Amy Woolever and Daniel Krainin Wedding

Grant Alden & Susan Thomas

Hampton's Appraisal Service Corp

Herbert Rosin

In honor of the Amy Woolever and Daniel Krainin Wedding

Hubert Allen

James Caudill Real Estate

James R & Kathleen McLauchlen

James Rocap, III

Jason P. Zamkoff

In honor of the Amy Woolever and Daniel Krainin Wedding

leanie S.Arnold

In honor of the Amy Woolever and Daniel Krainin Wedding Jeffrey R. Levine

In honor of the Amy Woolever and Daniel Krainin Wedding

lennifer D. Hammond In honor of the Amy Woolever and Daniel Krainin Wedding

Jim & Paula Rice — In honor of Paula Rice

lim Metzger & Deborah Baldwin - Histecon Associates, Inc. joe Perkins

John & Cathy Bookser-Feister

John & Delores Potterton

John Bopp & Gail Kennedy

Joseph & Lisa Konrad

In honor of the Amy Woolever and Daniel Krainin Wedding Joseph and Betty Hillman

In honor of the Amy Woolever and Daniel Krainin Wedding Joseph J. Kestel In memory of Barbara Zywicki and Nany Kestel

Julie Kelso Heggem & Corey Heggem In honor of the Amy Woolever and Daniel Krainin Wedding June Smith — In memory of Claude Smith

Karen Ann Simmons

Karen Ann Simmons Katharine Sims

Larry & Cathy Miners

Laura Ward

Laurence Miners

Lisa Aug

Marie & Jim Rocap Mark & Cecelia Weinheimer

Mark X. Cicero, MD

In honor of the Amy Woolever and Daniel Krainin Wedding

Marty Mellett

Mary & Ric Caric — In memory of Chris Kelly Mary F. Carew — In memory of Harold Mains

Mary Jane Humkey
Matthew Record — In honor of Debbie Miller

Michael E.Allison

Otis Ward — In memory of Marjorie Ward

Patricia Bergan, OSF

In honor of the Amy Woolever and Daniel Krainin Wedding Paul Blair

Paul S. De Morgan

In honor of the Amy Woolever and Daniel Krainin Wedding Peoples Bank

Perry & Mary Ann Thompson

Rev. John C. Esper

Richard Seckel

Robert A. Rapoza

Robert W. Bilek, Jr In honor of the Amy Woolever and Daniel Krainin Wedding

Robin Penick

Ruth Paving Company Ruth Rice Koenings

Sherilyn & Markus Lechleitner

Sherry Sicking
Sister Norma Dell — In honor of the Adrian Domincan Sisters

Sr. Francesca Bartos

In honor of the former Vanceburg Volunteers (1971-1994)

Sr. Francesca Bartos - In honor of Patty Luther

Stanley Dickinson

Terry & Julia Maness

The Prudential Foundation

Tom & Mary Jane Barrett

Tom & Molly Carew Truman Dehner

United Way

University of Dayton

US Bank Vanessa & Henry Chambless — In honor of Ronnica Mabry

Vision Engineering

Wells Concrete

William Beyer

William M. Cuddy In honor of the Amy Woolever and Daniel Krainin Wedding

William T. Foley Foundation

Winifred & Adam Dolan

PARTNERS IN OUR WORK

Appalachian Regional Commission

CFED

City of Morehead

Clayton Homes

, Commercial Bank Fannie Mae

Fannie Mae Foundation

Federal Home Loan Bank of Cincinnati

FAHE

First National Bank of Grayson

Housing Assistance Council **HUD** Louisville Office

I'M HOME (generously supported by the Ford Foundation)

Kentucky Bank

Kentucky Housing Corporation National City Bank of Kentucky

NeighborWorks® America

Salt Lick Deposit Bank

Seaton Enablement Fund, Sisters of Charity Steele-Reese Foundation, Blue Grass Community Foundation

U.S. Bank

USDA Rural Development Whitaker Bank

Woda Group

VOLUNTEER GROUPS

Haverford College

University of Dayton



CONDENSED STATEMENT OF **ACTIVITIES**

SUPPORT & REVENUE		
Individuals, Corporate & Foundations	\$257,908	
Government Grants	1,611,315	
Development Income	3,446,498	
Interest & Other Income	158,283	
TOTAL SUPPORT & REVENUE		\$5,474,004
EXPENSES		
Direct Cost of Development	\$2,804,458	

Direct Cost of Development \$2,804,458
Program Services Costs \$1,620,549
General and Administrative 262,987
TOTAL EXPENSES

\$4,687,994

INCREASE IN NET ASSETS 786,010

NET ASSETS AT BEGINNING OF THE YEAR 8,692,818

NET ASSETS AT THE END OF THE YEAR \$9,478,828

CONDENSED STATEMENT OF FINANCIAL POSITION

ASSETSCash

Cash \$1,682,490
Cash - Restricted 202,504
Notes and Other Receivables 8,069,333
Housing and Development Projects 3,152,032
Rental, Other Property & Equipment (net) 1,008,423

TOTAL ASSETS \$14,114,782

LIABILITIES & NET ASSETS

Liabilities:

Accounts & Escrows Payable & Accrued Expenses \$319,844 Notes Payable 4,316,110

TOTAL LIABILITIES \$4,635,954

NET ASSETS 9,478,828

TOTAL LIABILITIES & NET ASSETS \$14,114,782