



# National FFA Organization

*Premiere Leadership*

*Personal Growth*

*Career Success*

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New Jersey FFA Association · New Jersey Department of Agriculture  
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## **New Jersey FFA “Be Bold with Blue and Gold”**

**TO:** State Executive Board Members, NJ FFA Chapter Advisors, Officers and Members

**FROM:** Eric Nelson, State FFA President  
Erin E. Noble, State FFA Specialist  
Mrs. Nancy J. Trivette, State FFA Advisor

**DATE:** July 16, 2010

**RE:** State FFA Executive Board Meeting  
**Monday, August 9, 2010 - 9:00 am – 4:30 pm**  
1<sup>st</sup> Floor NJDA Boardroom, Trenton, NJ

- 9:00 am – 11:00 am – State FFA Executive Board Meeting
- 11:00 am – 12:00 pm – Special Presentation
- 12:15 pm – 12:50 pm – Lunch
- 1:00 pm – 2:00 pm – Special Visit
- 2:10 pm – 2:30 pm – Team Photo Shoot
- 2:45 pm – 4:30 pm – Chapter Visit Workshop

All State Executive Board members must attend this meeting. If these individuals cannot attend, they should call Mrs. Noble at (609) 984-4380, and give the reason to receive an excused absence. Mr. Lisa Ann Mosehera-Chernigovets/Mrs. Kristina Guttadora will fill the Teacher Representative on the Executive Board, and will have voting power at each meeting in 2010-2011.

### **AGENDA FOR THE AUGUST STATE MEETING**

- I. Opening Ceremonies**
- II. Minutes from the July State Meeting**
- III. Treasurer's Report**
  - **Treasurer's Report**
  - **New Jersey FFA Association Budget Proposal**
  - **Foundation Budget Proposal**
- IV. Guest Introductions and Attendance**

#### **The FFA Mission**

*FFA makes a positive difference in the lives of students by developing their potential for premier leadership, personal growth and career success through agricultural education.*

**V. Committee Assignments**

- A. Constitution, Bylaws & Program of Activities – Eric Nelson
- B. Membership & Chapter Relations – Julianne Robinson
- C. State Leadership Activities – Alec McAlarnen
- D. State Applications – Keely Weinberger
- E. Career Development Evaluation and Review – Rachel Layton
- F. Horticultural Exposition Evaluation and Review – Jimmie Ferguson
- G. State Convention Evaluation – Jessica McCosker

**VI. Executive Committee Report – Hanna Toft**

**VII. Foundation Report – Keely Weinberger**

**VIII. Alumni Report – Julianne Robinson**

**IX. State CDE Advisory Committee Report- Eric Nelson**

**X. Agricultural Education Advisory Council Report – Eric Nelson**

**XI. Unfinished Business**

- A. Summer CDE Results – Jessica McCosker
- B. State Presidents' Conference – Keely Weinberger
- C. National Leadership Conference for State Officers – Jessica McCosker
- D. National Convention – October 20-23<sup>rd</sup>, 2010
  - a. Flag Bearer – Alec McAlarnen
  - b. Delegates – Keely Weinberger
  - c. State Booth – Jimmie Ferguson
  - d. State Suite – Rachel Layton
  - e. Recognition Program– Julianne Robinson
- E. State Theme T-Shirt and thank you gift – Jimmie Ferguson
- F. Team Goal Action Plan – Keely Weinberger
- G. Eastern States Exposition – Rachel Layton

**XII. New Business**

- A. Leadership Experience and Development (LEAD)
  - a. Cost Analysis – Rachel Layton
  - b. Chapter Officer Leadership Training – Jimmie Ferguson
  - c. State Greenhand Conference –Hanna Toft
  - d. Timeline – Jessica McCosker
- B. International Leadership Seminar for State Officers – Alec McAlarnen
- C. Chapter Visits – Julianne Robinson
- D. Agricultural Issues Discussion – Julianne Robinson
- E. State Officer Mileage

**XIII. Closing Ceremonies**

*Next State Meeting - Monday, September 13, 2010  
New Jersey Department of Agriculture, Boardroom  
4:00 p.m.*

**NJ FFA Association**  
**Minutes of July 12, 2010**

**I. Opening Ceremonies**

Eric Nelson called the meeting to order at 9:03 am. Voting members in attendance were Keely Weinberger, Alec McAlarnen, Rachel Layton, Jessica McCosker, Julianne Robinson, Hanna Toft, Allison Karr, Brianne Scholl, and Mrs. Moschera-Chernigovets. Mrs. Noble and Jessica Voll were also in attendance.

**II. Minutes from the June State Meeting**

**Motion by Alec McAlarnen** to accept the June minutes as read.

**Seconded by Rachel Layton. Motion passes.**

**III. Treasure's Report**

Rachel Layton gave the Treasurer's Report.

**Motion by Rachel Layton** to accept the Treasurer's Report pending audit.

**Motion Passes pending audit.**

**IV. Guest Introductions and Attendance**

**Motion by Hanna Toft** to excuse Jimmie Ferguson from July State Meeting.

Seconded by Alison Karr. Motion Passes.

**V. Committee Assignments**

**A. Constitution, Bylaws, & Program of Activities – Eric Nelson**

No Report

**B. Membership & Chapter Relations – Julianne Robinson**

No Report

**C. State Leadership Activities – Alec McAlarnen**

No Report

**D. State Applications – Keely Weinberger**

No Report

**E. Career Development Evaluation and Review – Rachel Layton**

No Report

**F. Horticultural Exposition Evaluation and Review – Jimmie Ferguson**

No Report

**G. State Convention – Jessica McCosker**

No Report

**VI. Executive Committee Report**

Executive Committee was in attendance at the July State Meeting to give a Workshop on Parliamentary Procedure.

**VII. Foundation Report**

The next Foundation meeting was moved to August 10, 2010.

**VIII. Alumni Report**

At the last meeting, the Alumni discussed the Golf Tournament. The next meeting is August 11, 2010

**IX. Agricultural Education Advisory Council Report**

The next meeting is in October/November.

## **X. State CTE Advisory Committee**

The first meeting should be some time in the fall.

## **XI. Unfinished Business**

### **A. SOLT**

State Officer Leadership Training was the first of many leadership conferences. The officers attended many different leadership sessions, such as Teamwork, Critical Thinking, Influence, Communication, Agriculture Knowledge, Character, Passion for Success, and Organization. The officers worked together to accomplish many team building activities, which helped to make a stronger team.

### **B. Alumni Golf Tournament**

The Alumni Golf Tournament had a great turn out with 70 golfers. The Alumni raised approximately \$5,500 to go towards student leadership opportunities and scholarships.

### **C. Summer CDEs**

**a. Poultry Judging-** Jimmie and Alec will meet Mrs. Noble by the Delaware Memorial Bridge at 8:30 am on July 23<sup>rd</sup> for the event.

**b. Horse Judging-** Rachel, Jessica, and Julianne will attend. They will arrive at the State Fair by 8:00 am.

### **D. BLAST Off**

BLAST Off was held in Hamilton Square at the Mercer District's Education Conference Center from June 30- July 2, 2010. The officers learned about and developed leadership skills in time management, communication skills, personal strengths and speech writing. We received our association jackets, and unofficial official dress. Amy Nicol was our presenter, and she did an amazing job!

### **E. National Leadership Conference for State Officers**

NLC SO will be held from August 1- 5, 2010 in Syria, Virginia. Flag raisings should have been sent to Keely by July 11, 2010. We may be responsible for a flag raising, and are responsible for two opening ceremonies. We will decide our L.E.A.D. theme at this conference, so come with plenty of ideas. Puerto Rico, Delaware, West Virginia, Virginia, New Jersey and Maryland will be in attendance. Most of this conference is business casual, except for our opening ceremonies. Julianne will meet Mrs. Noble at 11:00 am at the NJDA and the rest of the team will meet at 12:00 pm at the Pennsville McDonalds.

### **F. State Presidents' Conference**

Eric and Keely are attending State Presidents' Conference and will leave after the June 26, 2010 Work Session. The conference will be held in Washington D.C, and will focus on training Eric and Keely for delegate business at National Convention.

### **G. Chapter Banquets**

Hanna attended BCIT Westampton and Union County banquets. Rachel attended Middlesex East Brunswick's banquet and was able to read the new chapter officer slate and tour their facilities. Brianne and Jessica Voll attended Allentown's banquet, and helped present awards and scholarships. Alison attended Woodstown's banquet. Keely attended Salem County's banquet.

## **XI. New Business**

### **A. National Convention- October 20-23, 2010**

#### **a. Flag Bearer**

Flag bearer must be available to carry the NJ State Flag at all scheduled functions.

**Motion by Keely Weinberger** to make Alec McAlarnen the Flag Bearer.

**Seconded by Jessica McCosker. Motion passes.**

**b. Delegates**

The state president and vice president secure spots as delegates because of their delegate work at State Presidents' Conference. They are what we refer to as "leadership delegates." One additional person must be selected to serve in this capacity. Individuals competing in career development events or other activities at National FFA Convention are not recommended to serve as delegates.

**Motion by Hanna Toft** to make Alec McAlarnen the third national delegate.

**Seconded by Keely Weinberger. Motion passes.**

**Motion by Rachel Layton** to make Jessica McCosker the alternate delegate.

**Seconded by Hanna Toft. Motion passes.**

The 2010 National FFA Convention Delegates will be: Eric Nelson, Keely Weinberger, and Alec McAlarnen with Jessica McCosker as the alternate.

**c. State Booth**

The Hall of States offers a chance for States to showcase their agriculture and FFA in their state. This person will work with the scholarship recipient in working the booth. They will be responsible for putting up and taking down the display and that the schedule is followed.

**Motion by Alison Karr** to make Jimmie Ferguson responsible for the State Booth.

**Seconded by Keely Weinberger. Motion passes.**

**d. State Suite**

If NJ decides to have a State Suite, this person would be the meet and greet individual to those who come to the suite. They will be the host for any receptions that are held (typically Honorary American and National Officer Candidate)

**Motion by Hanna Toft** to make Rachel Layton responsible for the State Suite.

**Seconded by Jessica McCosker. Motion passes.**

**e. Recognition Program**

Usually a state breakfast is offered on Wednesday morning of convention in recognition of national convention attendees. The breakfast is a come and go as you please event. In the past we have had short stand and deliver messages presented throughout the breakfast. Each officer in attendance will have a part of the program, but one person needs to take the lead on the planning of it.

**Motion by Jessica McCosker** to make Julianne Robinson in charge of the Recognition Program.

**Seconded by Alec McAlarnen. Motion passes.**

**Motion by Keely Weinberger** to use State Association Funds to purchase 4 airline tickets, use half of the meal allotment from Foundation funds to pay for 1 airline ticket and request funds from the State Alumni to purchase 1 airline ticket.

**Seconded by Jessica McCosker. Motion passes.**

Rachel volunteered to draft the letter to the alumni.

**f. National Officer Candidate**

On June 16<sup>th</sup> a national officer candidate selection process was held at the Rutgers Eco-Complex. Eric Nelson, Rebecca Schnetzer, Stephanie Tarlowe, Alec McAlarnen, Mr. Bill Walker, and Mrs. Sharon Kinsey served on the nominating committee. Jessica Voll was selected to serve as New Jersey's National Officer Candidate.

**Motion by Rachel Layton** to accept Jessica Voll as the National Officer Candidate.

**Seconded by Jessica McCosker. Motion passes.**

**B. State Theme T-shirt and thank you gift**

We discussed ideas for the State T-shirt, and Jessica McCosker offered to use her artistic talents to help develop the T-shirt idea. Thank you gift ideas were discussed, and they need to be finalized by the August State Meeting. It doesn't look like the pen set idea will work so the officers will look into padfolios.

**C. Team Goal Action Plan**

Eric Nelson- Increase Membership by 10%

Keely Weinberger- Have 6 Team Activities outside of regular "State Officer" roles

Alec McAlarnen- Teaching Agriculture Career Development Event

Rachel Layton- Creating a Public Relations Video Contest

Jessica McCosker- Creating a scrapbook of our state office year

Jimmie Ferguson- Beefing up Official Dress Competition

Julianne Robinson- Visit 95% of the Chapters

**D. Eastern States Exposition**

The Eastern States Exposition is held from September 17- 19, 2010 in Springfield, Massachusetts. This is held as a preparation for National Convention. At Eastern States Exposition there are CDE competitions, Stars Programs, Floral Display Exhibits, Landscape Exhibits, Scholarships, and State FFA Internships for the Eastern Region State Presidents.

**E. State Officer Mileage**

Turn it in on Time!

**Motion by Hanna Toft** to accept the two late June Mileage Reports.

**Seconded by Keely Weinberger. Motion passes.**

**XIII. Other**

**International Leadership Conference for State Officers**

Although the application isn't available on the web yet, it isn't too early to start securing funding. Julianne, Alec and Eric express an interest in attending ILSSO this year in Argentina.

**XIV. Closing Ceremonies**

**XV. Adjournment**

The meeting was adjourned at 11:39 am.

**Respectfully Submitted**

**Alec McAlarnen**

**2010-2011 NJ State FFA Secretary**

New Jersey FFA Association  
Treasurer's Report for  
June 2010

BEGINNING BALANCE: June 1, 2010

\$114,564.17

<b>Deposits:</b>					
<i>Date</i>	<i>Project#</i>	<i>Project Description</i>	<i>Annual Budget</i>	<i>Monthly Income</i>	<i>YTD Balance</i>
	1	Dues	\$ 20,108.00	\$ 2,630.00	\$ 20,325.00
	2	Contests	\$ 4,500.00	\$ 1,027.00	\$ 5,797.00
	3	General Supplies			
	4	State Officers	\$ 225.00		\$ 366.00
	5	LEAD	\$ 10,400.00		\$ 8,742.00
	6	State Convention - Regis.	\$ 46,575.00	\$ 16,801.00	\$ 61,625.00
	7	National Convention	\$ 2,000.00	\$ 225.00	\$ 2,745.00
	8	Hort Expo	\$ 4,400.00	\$ 223.00	\$ 4,119.00
	9	National Leadership Conf.			
	10	State Leadership Event	\$ 3,375.00		\$ 1,625.00
		Total Deposits	\$ 91,583.00	\$ 20,906.00	\$ 105,344.00
 <b>Expenses:</b>					
<i>Date</i>	<i>Project #</i>	<i>Expense Description</i>	<i>Annual Budget</i>	<i>Monthly Expense</i>	<i>YTD Balance</i>
	1	Dues 1,828 x \$5	\$ 9,140.00	\$ 1,280.00	\$ 9,902.00
	2	Contests	\$ 403.00	\$ 22.50	\$ 680.00
	3	General Supplies	\$ 2,401.00		\$ 2,514.74
	4	State Officers	\$ 8,556.00	\$ 2,894.49	\$ 7,860.39
	5	LEAD	\$ 11,345.00		\$ 9,246.51
	6	State Convention - Regis.	\$ 46,365.00	\$ 51,285.07	\$ 52,354.07
	7	National Convention	\$ 5,427.00		\$ 7,493.80
	8	Hort Expo	\$ 3,890.00		\$ 4,295.71
	9	National Leadership Conf.	\$ 1,015.00		\$ 725.00
	10	State Leadership Event	\$ 3,041.00		\$ 364.00
		Total Expenses	\$ 91,583.00	\$ 55,482.06	\$ 95,436.22

Ending Balance: June 30, 2010

\$79,988.11

**FY10  
FFA Deposits**

<i>Date Rec'd</i>	<i>Proj #</i>	<i>Payor</i>	<i>CK#</i>	<i>Amount Deposit</i>	<i>Yearly Total</i>
		<b>June</b>			
1		Phillipsburg	1108482	\$ 1,419.00	
		North Warren	027805	\$ 957.00	
		Northern Burlington	2302	\$ 254.00	
					\$ 2,630.00
2		Somerset County Vo Tech	59432	\$ 108.00	
		Salem Co. Bd. Of Voc	1067	\$ 72.00	
		Woodstown	4345	\$ 108.00	
		Phillipsburg	7429	\$ 108.00	
		Stephanie J. Tarlowe	1092	\$ 18.00	
		Salem Co. Bd. Of Voc	1064	\$ 36.00	
		North Warren	027805	\$ 272.00	
		Penns Grove	56328	\$ 108.00	
		South Hunterdon	7212	\$ 72.00	
		Warren Hills	15486	\$ 35.00	
		Freehold	393455	\$ 90.00	
					\$ 1,027.00
6		Cash 6 x 135 regis for Mid/EB		\$ 810.00	
		Zya Howard Registration Mid/EB		\$ 135.00	
		CASH Alyson Mains Parking Pass		\$ 6.00	
		Cash Lead T-shirts sold		\$ 65.00	
		North warren	027805	945.00	
		Penns Grove	56328	\$ 3,204.00	
		South Hunterdon	7212	\$ 1,535.00	
		South Hunterdon Middle school	7212	\$ 693.00	
		Warren Hills	15486	\$ 35.00	
		Freehold	393455	\$ 2,941.00	
		Lynne Riley	3472	\$ 25.00	
		Gary Calgoci	6087	\$ 135.00	
		Union County Voc Tech	315929	\$ 1,215.00	
		Cumberland Regional	4865	\$ 2,583.00	
		Phillipsburg High school	7451	\$ 2,484.00	
		Ocean Co. Bd of Ed	14769	\$ 810.00	
		New Jersey Farm Bureau	2693	\$ 25.00	
		Carly Decandia	418	\$ 25.00	
		Pee Jays Fresh Fruit	10442	\$ 25.00	
		Rutgers University	1987275	\$ 25.00	
		Penn state	4641325	\$ 25.00	
					\$ 16,801.00
7		South Hunterdon	7212	\$ 125.00	
		Warren Hills	15486	\$ 100.00	
					\$ 225.00
8		Northern Burlington	2302	\$ 44.00	
		South Hunterdon	7212	\$ 179.00	
					\$ 223.00
				\$ 20,906.00	\$ 105,344.30



New Jersey FFA Expenditures for FY 2010				
Date	Description	Note*	Amount	Total
<b>Dues/Memberships</b>				
12/17/09	NJ Ag Society membership		\$ 50.00	
03/20/10	National FFA - Membership		\$ 8,562.00	
06/09/10	National FFA - Membership		\$ 1,280.00	
				\$ 9,892.00
<b>Contests</b>				
01/28/10	ScranTron Cards		\$ 345.00	
01/28/10	Rental of MPR rooms		\$ 62.50	
03/30/10	Rutgers Gardens - Rental of Log Cabin		\$ 250.00	
				\$ 657.50
<b>General Supplies</b>				
08/17/09	Color toners, easel pads		\$ 718.57	
08/18/09	Erin Noble - Reimbursement for SO Business Cards		\$ 111.61	
10/14/09	Bell Promo - travel mugs		\$ 460.84	
11/24/09	American Income Life Insurance		\$ 677.12	
12/09/09	Vista Print - Xmas cards		\$ 56.60	
03/04/10	National FFA - Din. Mts., notepads, FFA Billboard, placemates		\$ 237.00	
03/08/10	National FFA - New Station Markers		\$ 253.00	
06/10/10	National FFA - President's gavel		\$ 22.50	
				\$ 2,537.24
<b>State Officers</b>				
08/27/09	National FFA - SO Jackets, scrafs, key chains, Thankyou notes		\$ 586.50	
08/21/09	National FFA - SO Jackets- Eric & Hanna redo		\$ 148.00	
10/02/09	National FFA - SO LS Shirts		\$ 129.00	
10/14/09	National FFA - M.Boyko shirt		\$ 20.95	
10/15/09	National FFA - Registration for J.Voll at SPC		\$ 575.00	
12/16/09	E.Nelson - mileage reimbursement		\$ 142.54	
12/16/09	H.Toft - mileage reimbursement		\$ 1,040.36	
12/16/09	A.Karr - mileage reimbursement		\$ 388.68	
12/16/09	J.Voll-mileage reimbursement		\$ 447.86	
12/16/09	B.Scholl-mileage reimbursement		\$ 343.76	
01/05/10	K.Weinberger - mileage reimbr.		\$ 285.20	
01/05/10	A.Gancarz- mileage reimb.		\$ 96.10	
01/05/10	M.Boyko - mileage reimbr.		\$ 99.20	
03/01/10	AAA Membership		\$ 562.75	
03/01/10	NJ Ag Society - Farmers Week Dinners		\$ 110.00	
06/02/10	American Income Life - new State Officers coverage		\$ 75.00	
06/28/10	Hanna Toft-mileage		\$ 626.38	
06/28/10	Jessica Voll - mileage		\$ 138.88	
06/28/10	Brianne Scholl - mileage		\$ 52.93	
06/28/10	E.Nelson - mileage reimbursement		\$ 378.06	
06/28/10	A.Karr - mileage reimbursement		\$ 76.97	
06/28/10	K.Weinberger - mileage reimbr.		\$ 232.38	
06/28/10	A.Gancarz- mileage reimb.		\$ 37.13	
06/28/10	M.Boyko - mileage reimbr.		\$ 126.23	
06/30/10	E.Noble - BLAST OFF groceries and dinner		\$ 378.53	
06/30/10	S.Butch reimb. For American Express Card payment of SO's Hotel lodging for BLAST OFF		\$ 772.00	
				\$ 7,870.39
<b>Leadership Experience and Development</b>				
11/05/09	YMCA - Camp Ralph Mason - Lodging & Meals		\$ 6,272.00	
11/25/09	A. Gancarz - LEAD supplies		\$ 22.04	
12/16/09	K.Weinberger - COLT supplies		\$ 99.47	
03/04/10	YMCA-Camp Bernie - Deposit for 10/10		\$ 2,853.00	
				\$ 9,246.51
<b>State Convention</b>				
01/28/10	First Coast Promo- Blue Tie Dye Shirts		\$ 1,069.00	
06/02/10	National FFA - Convention supplies		\$ 1,784.00	
06/02/10	Sir Speedy - program's printed		\$ 1,239.50	
06/23/10	Rebecca Schnetzer - Nom Corn supplies		\$ 38.87	
06/01/10	First Coast Promo - Pins		\$ 600.00	
06/07/10	Rutgers University		\$ 46,250.50	
06/10/10	National FFA - supplies for convention		\$ 436.50	
				\$ 51,418.37
<b>State Convention Awards</b>				
06/02/10	BCIT - Medford - Stage Decorations		\$ 75.70	
06/02/10	Penns Grove High School - Ag Awareness		\$ 75.00	
06/02/10	Northern Burlington- FFA Week		\$ 100.00	
06/02/10	BCIT - Westampton - FFA Week & Public Relations		\$ 150.00	
06/02/10	Ocean - FFA Week		\$ 25.00	
06/02/10	Woodstown - Portable Exhibit		\$ 50.00	
06/02/10	Phillipsburg - Portable Exhibit		\$ 35.00	
06/02/10	Cape May - Portable Exhibit		\$ 25.00	
06/02/10	Freehold - Art Competition		\$ 100.00	
06/02/10	Essex Co. - art Competition		\$ 50.00	
06/02/10	Upper Freehold - Art Competition - Public Relations		\$ 165.00	
06/02/10	Salem C0 - Art Competition		\$ 25.00	
06/02/10	Middlesex EB - Public Relations		\$ 60.00	
				\$ 935.70
<b>National Convention</b>				
07/07/09	National FFA - CDE registration		\$ 630.00	
07/06/09	National FFA - Lodging Room deposits		\$ 1,100.00	
09/09/09	Susan Butch- Delg. & SO Airline Tickets to Indianapolis		\$ 793.15	
09/09/09	FFA Alumni Association - Balance of SO Airline Tickets to Indy		\$ 187.65	
01/08/10	Nat. FFA - Lodging for A.Keggan at Nat.Convention		\$ 395.85	
01/28/10	Conseco Field House - Suite Food		\$ 761.43	
11/10/09	Hyatt Regency, Indy, IN - Balance of NJ FFA Breakfast		\$ 1,938.64	
11/10/09	Big E Registration 3 @ \$10		\$ 30.00	
11/23/09	The Westin - SO lodging rooms during Nat. Convention		\$ 1,417.08	
11/18/09	National FFA - Registration for SO		\$ 200.00	
11/25/09	H.Toft - baggage reimbursement		\$ 40.00	
				\$ 7,493.80

Hort Expo			
03/03/10	Staats - Ribbons	\$ 93.96	
03/09/10	National FFA - State Plaques	\$ 980.00	
03/15/10	GP Burlington, LLC (Burl. Mall) trash removal fee	\$300.00	
03/15/10	Ziegler & Sons (Flowers)	\$ 1,038.75	
03/15/10	Preferred Party Rentals - Tables for show	\$1,883.00	
			\$ 4,295.71
Leadership Event			
02/24/10	College of New Jersey	\$ 364.00	
			\$ 364.00
National Leadership Conference			
09/14/09	Pennsylvania FFA - Registration for NLCSO for SO	\$ 725.00	
			\$ 725.00
	Grand Total	\$ 95,436.22	\$ 95,436.22