Believe

Build

Change

The Fortune Society
BUILDING PEOPLE, NOT PRISONS

Biennial Report
2012 • 2013
Our Mission

The Fortune Society’s mission is to support successful reentry from prison and promote alternatives to incarcerations, thus strengthening the fabric of our communities.

We do this by:

- BELIEVING in the power of individuals to change;
- BUILDING LIVES through service programs shaped by the needs and experience of our clients; and
- CHANGING MINDS through education and advocacy to promote the creation of a fair, humane, and truly rehabilitative correctional system.

Our Approach

Founded in 1967, The Fortune Society’s vision is to create a world where all who are incarcerated or formerly incarcerated can become positive, contributing members of society. We do this through a holistic, one-stop model of service provision. Our continuum of care, informed and implemented by professionals with cultural backgrounds and life experiences similar to those of our clients, helps ensure their success. Fortune serves approximately 6,000 men and women annually via three primary New York City-area locations: our service center in Long Island City, Queens, and both the Fortune Academy (a.k.a. “the Castle”) and Castle Gardens in West Harlem. Our program models are frequently recognized, both nationally and internationally, for their quality and innovation.
Dear Friend,

This year marks my 25th anniversary as President and CEO of The Fortune Society. I could not be more proud of all we have achieved during my quarter century at Fortune: our creation of HIV services and licensed substance abuse treatment services over two decades ago; the year-by-year growth of our Alternatives to Incarceration (ATI) program helping young men and women avoid the life-altering experience of prison; the opening of our Fortune Academy (fondly known as “the Castle”) over a decade ago; the recent opening of the Better Living Center (BLC) that provides much-needed mental health treatment; and our newest housing - Castle Gardens in West Harlem, providing housing both for formerly incarcerated homeless individuals and families as well as low income community members.

The past two years have once again shown the life changing impact of our work. As you can see in the graphic on pages 6 and 7, our services have touched thousands of those in need. Castle Gardens is a proven success; its 114 apartments are fully occupied and we host extensive programs for both residents and the surrounding community in the 20,000 sq. ft. Community Learning Center (CLC).

And there is more to come.

This year we are launching our new Court-based Intervention Resource Team (CIRT) in Queens which will provide an alternative to detention and, in many cases to sentences of incarceration, for persons with mental illness who currently are locked up disproportionately. The early planning stages have also begun on our next large-scale homeless housing initiative, currently referred to as “Castle III,” which will offer a continuum from emergency to permanent housing all within one new, green, and resilient building.

We have come a long way in the last 25 years thanks to the determination and dedication of everyone here at Fortune, and with the support of our generous donors. I look forward with anticipation and high expectations to what’s next.

Sincerely,

JoAnne Page

President and CEO
To Fortune’s supporters, funders, and friends,

I am pleased to report that The Fortune Society continues to be able to meet the complex needs of our clients with creative, visionary, and effective programs in spite of an increasingly restrictive and demanding funding environment. Although Fortune has resolutely focused on our mission since 1967, it does seem that, at last, public awareness of the need for robust reentry programs is growing. Initiatives to assist formerly incarcerated men and women are underway at the local, state, and federal levels, and we are seeing an increasing amount of media coverage on this important issue. Almost 50 years later, this does seem to “be our time!”

This annual report is coincident with JoAnne Page’s 25th year at the helm. Her visionary leadership, coupled with David Rothenberg’s founding brilliance, are the reasons that Fortune as become THE model organization for those seeking to meet the needs of the thousands of men and women who return from prison each year.

Fortune has come a long way since its founding. It now employs over 250 dedicated staff, has a budget of over $20 million, and offers an ever-widening array of programs and services—from mental health counseling to culinary arts job training.

None of this would be possible without the support of our donors—government agencies, foundations, and individuals just like you. On behalf of Fortune’s Board, staff, and clients—THANK YOU.

Betty P. Rauch
Chair of the Board of Directors
Programs and Services

Alternatives to Incarceration

Fortune’s Alternatives to Incarceration (ATI) programs reduce the prison and jail population, save taxpayers millions of dollars, and each year help hundreds of men and women learn how to lead crime-free, productive lives. Clients participating in our ATI programs are still under supervision in the community, but they also receive the life-stabilizing services they desperately need. Those who complete their program successfully receive sentences that require no further incarceration, including probation and community service.

Education

Our Education program empowers clients to achieve personal and professional goals that might include earning their High School Equivalency diplomas, attending college, or preparing to enter a tough job market. Clients have the opportunity to develop essential reading, writing, math, and computer skills with the support of Fortune’s dedicated teachers. Our small class size allows each individual to progress at his or her own pace in an environment where all students feel respected and have a say in what they are learning.

Benefits Application Assistance

The Single Stop Benefits Assessment and Referral Program is an integral part of Fortune’s admissions and intake process. We help clients find out if they are eligible to receive benefits from any of the government programs available to low-income individuals. We then work with eligible clients to navigate the application process so they can secure critical benefits—such as Food Stamps and Medicaid—and stabilize themselves financially. In addition, the program connects clients with expert advice to help with a wide range of issues such as child support, evictions, accessing criminal records, and much more.

Employment Services

Fortune’s Employment Services program is designed to equip formerly incarcerated jobseekers with the skills necessary to obtain employment and thrive in the workplace. We offer a variety of services to help motivated jobseekers begin their careers and seek professional advancement. Our two-week job readiness workshop teaches clients how to network, excel in interviews, problem-solve, answer difficult conviction questions, and create a professional resume and cover letter. Individuals completing the workshop receive career counseling, job placement assistance, and support with job retention. Fortune also offers skills training which provides industry-recognized certifications in both the culinary arts and green construction arenas. Clients who complete the training receive job placement and career advancement services.
Family Services

Fortune’s Family Services program helps connect clients with their loved ones by supporting personal growth and the development of essential life skills. We offer an array of group and individual services to meet the unique needs of formerly incarcerated mothers, fathers, and expectant parents. Our men and women are given the opportunity to learn vital interpersonal and parenting skills, develop the tools needed to escape a life defined by crime and/or substance abuse, and become positive role models for their children. Additionally, clients receive assistance with child support cases and family reunification issues.

Housing

The Fortune Society’s Housing Program empowers homeless, formerly incarcerated individuals and their families to build better futures through stable and affordable housing. By providing low-threshold access to supportive emergency, phased-permanent, and permanent housing, our Housing Program meets both the immediate and long-term needs of our clients. Participating clients are able to take the first steps on their journeys towards becoming positive, self-sufficient members of society with the full support of Fortune’s comprehensive reentry services offering and culturally competent staff.

Health Services

Fortune’s Health Services team offers clients rapid HIV testing, prevention education, and connection to quality, community-based treatment and care. This holistic and integrated approach to serving formerly incarcerated men and women living with HIV/AIDS, or at risk of developing HIV/AIDS, helps ensure their safe and healthy transition back into the community.

Mental Health Services

As of July 2011, Fortune Society clients now have access to a full spectrum of mental health services through The Better Living Center (BLC), our New York State Office of Mental Health (OMH) licensed Article 31 mental health clinic. The BLC works to facilitate a seamless transition for mentally ill individuals with histories of incarceration by providing the supportive environment, treatment, and therapy they need to manage their mental illness, while also making progress towards achieving their other life goals.
Prepare for Release

The I-CAN (Individualized Corrections Achievement Network) program provides skill-building and discharge preparation services to eligible men and women during their incarceration at NYC Department of Corrections (DOC) jails, continuing reentry support following their release. We help them prepare for release by applying for identification documents in advance, and by providing parenting classes, group counseling, professional development courses, continuing education, and relapse prevention workshops. I-CAN is currently available in Rikers Island facilities.

Substance Abuse Treatment

Fortune’s New York State Office of Alcoholism and Substance Abuse Services licensed treatment program empowers clients to address and overcome substance-dependency issues. Our supervised outpatient program provides client-centered treatment that is geared towards the overall improvement of each client’s mental, emotional, and physical well-being. Every client begins his or her journey with a full assessment and program orientation, followed by intensive individual and group counseling. We also offer lifetime aftercare, so our clients know they can rely on us to help them navigate future challenges that may threaten their ability to stay on course.

“I want to pay it forward”

Miguelo Rada spent 32 years in prison. Not long after his release, he applied to and was accepted at the Fortune Academy (a.k.a. the Castle) where he spent the next 10 months striving to improve his education and job readiness. In December of 2013, he was invited to move into his own apartment in neighboring Castle Gardens.

“Through The Fortune Society, I gained something I have never had in my whole life; I have my own place,” Miguelo says. “I have a key to the door, I have a key to the mailbox, I have an electronic key for the outside door … I haven’t had a key in over three decades. It’s an accomplishment.”

He is now studying Human Resources and Social Work at the Borough of Manhattan Community College and hopes to one day bring his experience and education to work for The Fortune Society, helping others overcome the challenges he once faced.
2012–2013 at a Glance

870
total active participants in our Housing programs for 2012 & 2013.

$11.70/hr
Average starting salary of clients employed after attending Employment Services programs in 2013.

40
students in our Education programs passed the GED exam in 2013.

474
clients were helped by our Family Services program in 2012 and 2013 combined.

In 2013 our Alternatives To Incarceration program saved taxpayers:

$1,114,131
The total annual value of cash and non-cash benefits received by clients of the Single Stop Benefits Assessment and Referral Program in 2013 is $1,408,909.

596 men and women enrolled in our Prepare for Release program at Rikers Island in 2013.

82% of clients who were served by our Substance Abuse Treatment programs discontinued drug use in 2013.

There were 141 active clients in our Health Services programs in 2013.

www.fortunesociety.org
The David Rothenberg Center For Public Policy

In 2007, Fortune launched the David Rothenberg Center for Public Policy (DRCPP) in honor of Fortune’s founder, a tireless advocate for the rights and fair treatment of people with criminal records.

While Fortune has always engaged in advocacy and community education, DRCPP resourced and ramped up Fortune’s policy development, advocacy, technical assistance, training, and community education efforts. DRCPP leverages Fortune’s internal expertise—including the life experience of our formerly incarcerated staff and clients and our first-hand experiences as a direct reentry service provider—to advocate for a fairer criminal justice system; promote effective program models and needed supports for people with criminal justice histories; and change the counterproductive laws and policies that create barriers to successful community reentry following involvement in the criminal justice system.

“O brave new world, that has such people in’t!”

In the summer of 2013, a dozen budding actors from Fortune, community members and staff, took the stage at the Delacorte Theatre in Central Park in Shakespeare’s The Tempest. They were joined onstage by nearly 200 other cast-members from community-based organizations from across the city. The performance was listed in the New York Times Most Memorable Moments in Theatre for 2013. The Public Theatre Partnership called Public Works is designed to cultivate new connections with artists, audiences, and the community by drawing from
Note From Our Founder by David Rothenberg

Each Thursday, when I attend the residents’ weekly meeting at The Fortune Academy (a.k.a “the Castle”), I am witness to men and women overcoming obstacles in a struggle to reclaim their lives.

In the 1960s, when The Fortune Society was in its infancy, the notion of a residence like The Castle was a distant dream. Housing was a continuing problem. When JoAnne Page located The Academy site on 140th St. and Riverside Dr., it took wisdom, vision, and tenacity to make it happen, overcoming community resistance while seeking financial support. It is part of the extraordinary history of The Fortune Society that our programs have been defined by the needs of the men and women who come to us seeking a new beginning.

Counseling, educational and vocational needs, and health services are the essentials in a reentry program, and Fortune’s “one-stop” approach is vital to creating trust and acceptance. There are other ingredients in creating a healing atmosphere, less visible and difficult to measure. The importance of writing, art, and theatre classes at Fortune enable people an opportunity to create and to express themselves in a supportive atmosphere. For many, it is the first opportunity to receive recognition for a positive and imaginative performance. Groups about drug and alcohol abuse are essential, as are our anger management conclaves. All of these, plus our caring and committed staff, make Fortune the unique place it is today.

populations that have felt excluded from theatre experiences in the past. A new group of actors will be taking the stage in 2014 for A Winter’s Tale.

“Public Works is like a second home to me. It’s taught me what it’s like to complete something, to accomplish something I had never done before. If Al Pacino can do it, so can I!”

Paul “P-Funk” Stallings
Student at Fortune's Education Program
The Fortune Society has always placed a premium on getting the word out. Founder David Rothenberg first launched “The Fortune News” in 1967, and we have continued to provide this important resource to all members of the Fortune family—both inside and out—ever since. The Fortune News is provided as a premium to Fortune’s generous donors, and is offered FREE to incarcerated subscribers. Please email us at info@fortunesociety.org if you would like to subscribe to “The Fortune News” or have it sent to a currently incarcerated friend or family member.
**Fortune Toolkits**

We also produce toolkits designed to help other advocates and agencies replicate our nationally recognized service model and unique programs.

Fortune created its latest toolkit called “How The Fortune Society Achieved a Triple Bottom Line with Castle Gardens” to share the experiences and lessons learned from developing Castle Gardens, our 110,000-sq.-ft. green housing development in West Harlem.

The publication highlights Castle Gardens’ three goals:
1) To offer housing and supportive services for Fortune’s clients,
2) To have a financially sustainable building and services,
3) To provide benefits to the local community.

In 2010, after five years of planning, fund-raising, and construction, Fortune opened the doors to Castle Gardens, an award-winning project even as it opened. This toolkit focuses on how this project has succeeded in successfully addressing the needs of formerly incarcerated individuals and low-income neighborhood residents.

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“Fortune did so much for me it’s unbelievable.”

Amanda Cruz spent over 16 months in jail. Coming home, she wanted a change but was worried about what she could accomplish with a criminal record and little education (“I walked into high school, looked at it, and never came back”). Then a friend told her about The Fortune Society. Amanda met with Fortune’s education staff and began work on her GED. “I didn’t have a mom or dad growing up so I didn’t get much support,” Amanda says, “but when I came to Fortune I got all the support I needed, from strangers!” After passing the GED, she was offered an internship at Fortune as a peer coordinator. Then, in June of 2014, Amanda was hired as the Intake Coordinator for Fortune’s new CIRT program. “Pinch me,” she says, “I still can’t believe it.”
Get Involved

Become a part of the Fortune Family, a large and diverse community that includes current and former staff members, clients, volunteers and interns, advocates, donors, direct service providers and other non-profit organizations, the families of people with criminal records, and the wide variety of individuals and organizations—including students, higher-learning institutions, theaters, civic organizations, trade schools, businesses/employers, concerned citizens, and artists of all types— with whom we collaborate in order to best serve our clients.

Volunteer Your Time

Volunteers and interns play an essential role in supporting the work we do at The Fortune Society. By donating their valuable time and expertise, volunteers aid our staff in myriad ways, including: tutoring, helping us respond to letters from incarcerated men and women, clerical work, maintenance, data entry, research, and special projects—to name only a few. We are particularly glad to welcome formerly incarcerated individuals interested in giving back to their communities through service with The Fortune Society.

Contact Volunteer Services at fortunevolunteers@fortunesociety.org or 347-510-3645 to learn more.

Volunteer Spotlight

“I like working with people and helping them be able to change.”

Tina Barth began volunteering at The Fortune Society in 1980. She had heard about Fortune and stopped in for a visit while attending Columbia University. But it wasn’t until a few years later, following the birth of her first child, that she started volunteering in the budding education department as a math teacher. She recalls enjoying herself immensely, but had to leave after having her second child. “I knew I’d come back when I could,” says Tina – and she did.

Tina returned to Fortune in 2012 after retiring from a long and distinguished career as an occupational therapist and vocational counselor. “Now I work hard to get students to experience success,” she says, “and to know that they are capable of doing things with numbers.”
Hire Our Clients

Fortune is recognized nationally as a leader in providing workforce reentry services for jobseekers who have had prior involvement in the criminal justice system and are ready to successfully enter the labor market.

Providing Business Solutions while Working for Positive Change.

Since 1967, Fortune has been dedicated to meeting the staffing needs of our valued employer partners. We specialize in connecting these specific needs with the skill-sets of qualified, pre-screened candidates—many of whom have successfully completed an 8-10 week vocational training program and/or a 12-week paid internship through our Career Pathways Program. We also assist in employment turnover reduction through post-placement job coaching and/or active replacement upon the employer’s request.

All of Fortune’s Employment Services are Provided Free of Charge.

In 2013, Fortune’s Employment Services Unit placed more than 454 qualified jobseekers with over 331 employers. We also regularly convene employers and industry experts in construction, culinary and other arenas to give us information and feedback on the skills, abilities and services business are looking for. As a Fortune employer partner, you will meet your goals while also helping to ensure a stable future for our candidates and their families, and contributing to the betterment of our communities as a whole.

Let our services work for you! To learn more about hiring from our qualified talent pool, call Employment Services at 347-510-3682.
You Can Help

The Fortune Society needs your help today to continue providing and developing programs that support successful reentry from prison and promote alternatives to incarceration thus strengthening the overall fabric of our communities.

**Make a Financial Contribution**
Individual donations allow us to address the needs of our clients in whatever ways are necessary, and continue to grow the vital services and programs that support successful client reentry after incarceration. Financial contributions also enhance Fortune’s ability to advocate for systemic change that promotes the fair and just treatment of people with criminal backgrounds.

**Consider Planned Giving**
Many supporters leave a lasting legacy after they pass away by bequeathing a gift to The Fortune Society. Putting Fortune in your will is a simple way to make a bequest, but there are many planned giving options, some of which may also save you money on taxes or even increase your retirement income. We recommend that you consult a lawyer or financial professional to help determine the best planned giving options for you.

**Ask Your Company to Support Us**
Many companies offer matching programs that add to the charitable contributions made by their employees, doubling or tripling the impact of a single contribution. In addition, some companies allow employees to nominate non-profit organizations for grants or their giving programs. We encourage you to inquire as to whether your company offers a charitable giving program.

**Make an In-Kind Donation**
Our clients are highly motivated to rebuild their lives, but many lack the basic provisions necessary to do so. Gifts of clean, gently used clothing, books, and furniture meet a great need among the thousands of clients we serve each year and are always appreciated.

Please visit www.fortunesociety.org/donate for more information or to donate online now! Fortune accepts donations of cash, check, credit card, and stock contributions. If you have specific questions, or would like to speak to someone directly, you are welcome to contact our Development Department at 347-510-3607.
Stay Connected

We invite you to get connected to the Fortune Family. Join us as we work to change minds through education and advocacy that promote the creation of a fair, humane, and truly rehabilitative correctional system.

Join Our Mailing List

Members of our mailing list receive special invitations to benefits, panels, public hearings, and other events; Call-to-Action emails giving you the tools and information to personally advocate for the men and women Fortune serves; and a weekly email update from the David Rothenberg Center for Public Policy (DRCPP). Sign up today at www.fortunesociety.org

Subscribe to The Fortune News

The Fortune News, Fortune’s original outreach and fundraising tool, now has a circulation of over 14,000. The Fortune News is provided as a premium to Fortune’s generous donors, and is offered FREE to incarcerated subscribers.

To learn more, please visit www.fortunesociety.org/#publications.

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You can learn more about The Fortune Society on Facebook, Twitter, and Youtube. Be the first to learn about important updates, actions, and events from The Fortune Society and others in the field of criminal justice and reentry.

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$10,000 or more

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## Financial Statement

Consolidated Statements of Financial Position as of December 31, 2013 and 2012

### Assets

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<th>Description</th>
<th>2013</th>
<th>2012</th>
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<td>Cash and cash equivalents (Note 2C)</td>
<td>$ 296,628</td>
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<td>Accounts receivable, net (Notes 2I, 3 and 7)</td>
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<td>Pledges receivable (Notes 2I and 4)</td>
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<td>Prepaid expenses and other assets</td>
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<td>Property and equipment, net (Notes 2D and 6)</td>
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<td>Due from related party (Note 11)</td>
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<td>Security deposits</td>
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<td>Investment in limited partnership (Notes 10 and 14)</td>
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<td>Receivable from limited partnership (Note 10)</td>
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### Liabilities

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<td>Accrued salaries and related expenses</td>
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<td>Accrued vacation</td>
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<td>Government refundable advances and reserves (Note 2F)</td>
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<td>Deferred rent (Note 2M)</td>
<td>1,991,705</td>
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<td>Bank line of credit/loans payable (Note 7)</td>
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<td><strong>TOTAL LIABILITIES</strong></td>
<td>$ 6,053,984</td>
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### Commitments and Contingencies

**NET ASSETS (Note 2B)**

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<tbody>
<tr>
<td>Unrestricted</td>
<td>3,389,783</td>
<td>3,525,126</td>
</tr>
<tr>
<td>Temporarily restricted (Note 12)</td>
<td>2,243,822</td>
<td>1,471,566</td>
</tr>
<tr>
<td><strong>TOTAL NET ASSETS</strong></td>
<td>5,633,605</td>
<td>4,996,692</td>
</tr>
</tbody>
</table>

**TOTAL LIABILITIES AND NET ASSETS**

<table>
<thead>
<tr>
<th>Description</th>
<th>2013</th>
<th>2012</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>TOTAL LIABILITIES AND NET ASSETS</strong></td>
<td>$ 11,687,589</td>
<td>9,495,894</td>
</tr>
</tbody>
</table>
Operating Activities

PUBLIC SUPPORT AND REVENUE

<table>
<thead>
<tr>
<th></th>
<th>2013</th>
<th>2012</th>
</tr>
</thead>
<tbody>
<tr>
<td>Contributions and revenue from special events</td>
<td>$369,710</td>
<td>$356,045</td>
</tr>
<tr>
<td>Direct expenses from special events</td>
<td>(99,103)</td>
<td>(102,414)</td>
</tr>
<tr>
<td><strong>Special events, net</strong></td>
<td>$270,607</td>
<td>$253,631</td>
</tr>
<tr>
<td>Government grants and fees</td>
<td>17,726,369</td>
<td>15,900,895</td>
</tr>
<tr>
<td>Foundation grants, contributions and other</td>
<td>3,509,328</td>
<td>2,283,439</td>
</tr>
<tr>
<td>Contributions in kind (Note 2G)</td>
<td>-</td>
<td>53,660</td>
</tr>
<tr>
<td>Investment income (Note 5)</td>
<td>968</td>
<td>763</td>
</tr>
<tr>
<td>Management and developer fees</td>
<td>388,289</td>
<td>376,980</td>
</tr>
<tr>
<td>Other income</td>
<td>441,222</td>
<td>216,895</td>
</tr>
<tr>
<td>Net assets released from restrictions (Notes 2B and 12)</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td><strong>TOTAL PUBLIC SUPPORT AND REVENUE</strong></td>
<td>$22,336,783</td>
<td>19,086,263</td>
</tr>
</tbody>
</table>

EXPENSES

<table>
<thead>
<tr>
<th></th>
<th>2013</th>
<th>2012</th>
</tr>
</thead>
<tbody>
<tr>
<td>Program services</td>
<td>18,125,396</td>
<td>15,593,131</td>
</tr>
<tr>
<td>Management and general</td>
<td>2,922,002</td>
<td>2,603,756</td>
</tr>
<tr>
<td>Fundraising</td>
<td>520,652</td>
<td>443,272</td>
</tr>
<tr>
<td><strong>TOTAL OPERATING EXPENSES</strong></td>
<td>$21,568,050</td>
<td>18,640,159</td>
</tr>
</tbody>
</table>

CHANGE IN NET ASSETS FROM OPERATIONS

<table>
<thead>
<tr>
<th></th>
<th>2013</th>
<th>2012</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>CHANGE IN NET ASSETS FROM OPERATIONS</strong></td>
<td>$768,733</td>
<td>446,104</td>
</tr>
</tbody>
</table>

NONOPERATING ACTIVITIES

<table>
<thead>
<tr>
<th></th>
<th>2013</th>
<th>2012</th>
</tr>
</thead>
<tbody>
<tr>
<td>Rent expense attributable to straight-lining (Note 2M)</td>
<td>(131,800)</td>
<td>(326,456)</td>
</tr>
<tr>
<td>Change in investment in limited partnership (Note 10)</td>
<td>(20)</td>
<td>(22)</td>
</tr>
<tr>
<td><strong>TOTAL NONOPERATING EXPENSES</strong></td>
<td>$(131,820)</td>
<td>(326,478)</td>
</tr>
</tbody>
</table>

CHANGE IN TOTAL NET ASSETS

<table>
<thead>
<tr>
<th></th>
<th>2013</th>
<th>2012</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>CHANGE IN TOTAL NET ASSETS</strong></td>
<td>636,913</td>
<td>119,626</td>
</tr>
<tr>
<td>Net Assets - Beginning of Year</td>
<td>4,996,692</td>
<td>4,877,066</td>
</tr>
<tr>
<td><strong>NET ASSETS - END OF YEAR</strong></td>
<td>$5,633,605</td>
<td>4,996,692</td>
</tr>
</tbody>
</table>