

**AMERICAN SOCIETY OF ICHTHYOLOGISTS AND HERPETOLOGISTS**

**FINANCIAL STATEMENTS  
and  
SUPPLEMENTARY INFORMATION**

**DECEMBER 31, 2012**

with

**INDEPENDENT AUDITORS' REPORT**

AMERICAN SOCIETY OF ICHTHYOLOGISTS AND HERPETOLOGISTS

December 31, 2012

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Independent Auditors' Report

Board of Governors  
American Society of Ichthyologists and Herpetologists  
Washington, D.C.

We have audited the accompanying financial statements of the American Society of Ichthyologists and Herpetologists (Society), a nonprofit corporation, which comprise the statement of financial position as of December 31, 2012, and the related statements of activities and cash flows for the year then ended, and the related notes to the financial statements.

**Management's Responsibility for the Financial Statements**

Management is responsible for the preparation and fair presentation of these financial statements in accordance with accounting principle generally accepted in the United States of America; this includes the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error.

**Auditors' Responsibility**

Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditors judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. Accordingly, we express no such opinion. An audit also included evaluating the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

**Opinion**

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of the American Society of Ichthyologists and Herpetologists as of December 31, 2012, and the changes in its net assets and its cash flows for the year then ended in accordance with accounting principles generally accepted in the United States of America.

## Other Matter

Our audit was made for the purpose of forming an opinion on the financial statements taken as a whole. The accompanying supplementary information referenced in the Table of Contents to the financial statements is presented for purposes of additional analysis and is not a required part of the financial statements. Such information is the responsibility of management and was derived from and relates directly to the underlying accounting and other records used to prepare the financial statements. The information has been subjected to the auditing procedures applied in the audit of the financial statements, and certain additional procedures, including comparing and reconciling such information directly to the underlying accounting and other records used to prepare the financial statements or to the financial statements themselves, and other additional procedures in accordance with auditing standards generally accepted in the United States of America. In our opinion, the information is fairly stated in all material respects in relation to the financial statements taken as a whole.

*Richard D. Harman & Associates A.C.*

June 10, 2013  
Huntington Beach, California

AMERICAN SOCIETY OF ICHTHYOLOGISTS AND HERPETOLOGISTS  
STATEMENT OF FINANCIAL POSITION  
December 31, 2012

ASSETS

**Current assets:**

Cash and Cash Equivalents:	\$ 625,622
Investments	563,347
Interest and Dividends receivable	557
Accounts Receivable	<u>46,764</u>
Total Current Assets	1,236,290

Deposits	19,192
Permanently Restricted Investments - Endowments	<u>132,000</u>
Total Assets	<u><u>\$ 1,387,482</u></u>

LIABILITIES AND NET ASSETS

**Current Liabilities:**

Accounts Payable	\$ 27,324
Deferred Revenue	<u>69,865</u>
Total Current Liabilities	97,189
Deferred Revenue - Lifetime Memberships	<u>42,367</u>
Total Liabilities	139,556

**Net Assets**

<i>Unrestricted Net Assets</i>	
General Operating	560,213
<i>Board Designated:</i>	
General Endowment	133,146
Graduate Student Travel Fund	26,448
Stoye	74,030
Life Membership	36,915
Annual Meeting	111,963
Gauge	62,278
Storer	24,417
Raney	45,418
Fitch	<u>19,753</u>
Total Unrestricted Net Assets	<u>1,094,581</u>
<i>Temporarily Restricted Net Assets</i>	
Gibbs	<u>21,345</u>
Total Temporarily Restricted Net Assets	<u>21,345</u>
<i>Permanently Restricted Net Assets</i>	
Gibbs	100,000
Raney	<u>32,000</u>
Total Permanently Restricted Net Assets	<u>132,000</u>
Total Net Assets	<u>1,247,926</u>
Total Liabilities and Net assets	<u><u>\$ 1,387,482</u></u>

The accompanying notes are an integral part of these financial statements.

AMERICAN SOCIETY OF ICHTHYOLOGISTS AND HERPETOLOGISTS  
STATEMENT OF ACTIVITIES  
For the Year Ended December 31, 2012

	<u>Unrestricted</u>	<u>Temporarily Restricted</u>	<u>Permanently Restricted</u>	<u>Total</u>
<b>Support and Revenue</b>				
<i>Program Services</i>				
Memberships	\$ 109,325	\$ -	\$ -	\$ 109,325
Subscriptions	70,935	-	-	70,935
Page Charges	1	-	-	1
Special Publications	1,800	-	-	1,800
BioOne	49,403	-	-	49,403
Annual Meeting	-	-	-	-
Life Memberships	7,300	-	-	7,300
Copeia Back Issues	313	-	-	313
Other	14,989	-	-	14,989
<i>Donations</i>	6,186	475	100	6,761
<i>Interest &amp; Dividends</i>	18,025	434	3,761	22,220
<i>Net Realized and Unrealized Gains and (losses) on Investments</i>	41,110	1,339	8,310	50,759
<i>Net Assets Released from Restrictions</i>	8,545	3,626	(12,171)	-
<b>Total Support and Revenue</b>	<u>327,932</u>	<u>5,874</u>	<u>-</u>	<u>333,806</u>
<b>Expenses:</b>				
<i>Program Services:</i>				
Publication of Copeia and committee expenses	103,446	-	-	103,446
Editorial Office	34,705	-	-	34,705
Annual Meeting Program	-	-	-	-
Awards	27,893	-	-	27,893
<b>Total Program Services</b>	<u>166,044</u>	<u>-</u>	<u>-</u>	<u>166,044</u>
<i>Supporting Services:</i>				
Management and General Expenses	90,717	-	-	90,717
<b>Total Program and Supporting Services</b>	<u>256,761</u>	<u>-</u>	<u>-</u>	<u>256,761</u>
Change in Net Assets	71,171	5,874	-	77,045
Net Assets, January 1, 2012	<u>1,023,410</u>	<u>15,471</u>	<u>132,000</u>	<u>1,170,881</u>
Net Assets, December 31, 2012	<u>\$ 1,094,581</u>	<u>\$ 21,345</u>	<u>\$ 132,000</u>	<u>\$ 1,247,926</u>

The accompanying notes are an integral part of these financial statements.

AMERICAN SOCIETY OF ICHTHYOLOGISTS AND HERPETOLOGISTS

STATEMENT OF CASH FLOWS

For the Year Ended December 31, 2012

**Increase (Decrease) in Cash**

Cash Flows from Operating Activities:	
Increase (decrease) in net assets	\$ 77,045
Adjustments to reconcile increase in net assets to net cash provided by operating activities:	
Net realized and unrealized gains on investments	(50,759)
Change in dividends and interest receivable	226
Change in accounts receivable	15,701
Change in deposits	(14,173)
Change in accounts payable	1,258
Change in deferred revenue	(33,930)
Change in deferred revenue - Lifetime Memberships	<u>(7,300)</u>
Net cash provided (used) by operating activities	(11,932)
Cash Flows from Investing Activities:	
Proceeds from sales and maturity of Investments	196,416
Investment of restricted cash flows on permanent endowments	(3,324)
Purchase of Investments	<u>(222,878)</u>
Net cash flows provided (used) by investing activities	<u>(29,786)</u>
Cash flows from Financing Activities:	
Restricted cash received on permanent endowments	<u>3,324</u>
Net cash flows provided by financing activities	<u>3,324</u>
Net (Decrease) in Cash and Cash Equivalents	(38,394)
Cash and Cash Equivalents, January 1, 2012	<u>664,016</u>
Cash and Cash Equivalents, December 31, 2012	<u><u>\$ 625,622</u></u>

The accompanying notes are an integral part of these financial statements.

NOTES TO FINANCIAL STATEMENTS

December 31, 2012

1. Summary of significant accounting policies

Nature of Organization

The American Society of Ichthyologists and Herpetologists (the Society) is organized as a non-profit corporation for the purposes of increasing "knowledge of all kinds concerning fishes (ichthyology) and reptiles and amphibians (herpetology)." The Society's main sources of income are member dues, subscription revenue for the Society's quarterly journal, *Copeia*, revenue sharing from on line sources of *Copeia* and donations.

The major programs of the Society are the publication of the quarterly journal, *Copeia*, the publication of books on ichthyology and herpetology, the recognition of achievements in these fields through annual awards and presentation of invited and contributed talks and posters at the annual meeting by the membership.

Basis of Accounting

The financial statements of the Society have been prepared on the accrual basis of accounting in accordance with accounting principles generally accepted in the United States of America (GAAP). The significant accounting policies followed are described below to enhance the usefulness to the user.

Basis of Presentation

Net assets and revenues, expenses, gains and losses are classified based on the existence or absence of donor imposed restrictions. Accordingly, net assets and their changes are classified as follows:

Unrestricted net assets: Net assets not subject to stipulations imposed by donors.

Temporarily restricted net assets: Net assets subject to stipulations imposed by donors that may or will be met by actions of the Governing Board and/or the passage of time. When a restriction expires, temporarily restricted net assets are reclassified to unrestricted net assets and reported in the statement of activities as net assets released from restrictions.

Permanently restricted net assets: Net assets subject to stipulations imposed by donors that they be maintained permanently by the Society. Generally, the donors of these assets permit the Society to use all or part of the income earned on related investments for general or specific purposes.

Marketing

The Society follows the policy of expensing all costs in connection with marketing.



NOTES TO FINANCIAL STATEMENTS

December 31, 2012

1. Summary of Significant Accounting Policies, (continued)

Estimates

The preparation of financial statements in conformity with generally accepted accounting principles requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities at the reporting date and revenues and expenses during the reporting period. Actual results could differ from those estimates.

Cash and Cash Equivalents

For purposes of the statement of cash flows, the Society considers all unrestricted and temporarily restricted highly liquid investments with an initial maturity of three months or less to be cash equivalents.

Investments

Investments consist of mutual funds and certificates of deposit. The investments are carried at fair market value based on quoted market prices in active markets for identical assets. Realized and unrealized gains and losses are included in the accompanying statement of activities.

Deferred Revenue

Funds received in the current year for next year's subscriptions and membership dues are recorded as deferred revenue. These funds will be recognized as revenue in the succeeding year when the services are provided. Funds received for Life Memberships are recognized as revenue for all current new life members based on the amount of an annual membership.

Program income and expense

The Society considers the production costs and resulting sales income related to book publications to be program expense and revenue, respectively. The Society has not assigned a value to ending publication inventory due to the relatively short life of these publications and uncertainty of future sales. As a result, publication revenues and expenses are recorded in the year earned or incurred, respectively.

Income Taxes

The Society is a District of Columbia nonprofit corporation which has qualified for tax-exempt status under Section 501(c)(3) of the Internal Revenue Code and corresponding District of Columbia provisions. The Society is not classified as a private foundation. Accordingly, no provision for income tax expense has been made in the accompanying financial statements. The Society has adopted Accounting Standards Codification (ASC) 740, *Income Taxes*, (formerly Fin 48) and there is no tax provision that would not be sustained under examination. The Society's tax returns for the years ended December 31, 2008 through 2012 are subject to examination by federal taxing authorities, generally for three years after they are filed.

AMERICAN SOCIETY OF ICHTHYOLOGISTS AND HERPETOLOGISTS

NOTES TO FINANCIAL STATEMENTS

December 31, 2012

2. Collateralization of Deposits

The Society's cash and cash equivalents are maintained in a commercial bank account and a commercial brokerage account. The Society regularly monitors the financial stability of these financial institutions in an effort to manage the exposure to any significant credit risk in cash and cash equivalents or restricted cash. The Federal Deposit Insurance Corporation (FDIC) generally insures limited amounts per depositor per insured bank. From October 3, 2008 through December 31, 2013, the FDIC insures amounts up to \$250,000 per depositor per insured bank. The Society believes that its credit risk is not significant.

3. Investments

Investments are stated at fair market value, defined as quoted prices in active markets for identical assets. All investments are deemed Level 1 assets for purposes of ASC 820, *Fair Value Measurements and Disclosures*, and are summarized as follows:

	December 31, 2012		
	Cost	Fair Market Value	Unrealized Gain (Loss)
Mutual Funds	\$ 524,874	\$ 563,347	\$ 38,473
Mutual Funds- Permanently Restricted	123,119	132,000	8,881
Total investments	<u>\$ 647,993</u>	<u>\$ 695,347</u>	<u>\$ 47,354</u>

Investment management expenses of \$6,582, realized gains of \$4,795 and capital gain dividends of \$5,192, are included in the accompanying statement of activities for the year ended December 31, 2012.

4. Temporarily Restricted Assets

The Society has temporarily restricted funds created by stipulations placed on donations received. The use of these funds is restricted for the stipulated purpose, but earnings are recognized as unrestricted net assets.

*Gibbs* - Income earned from this endowment is for the purposes described in Note 6.

5. Functional expenses

The costs of providing the various programs and other activities have been summarized on a functional basis in the statement of activities and the supplementary information. Accordingly, certain costs have been allocated among the programs and supporting services benefited.

## NOTES TO FINANCIAL STATEMENTS

December 31, 2012

6. Permanently Restricted Net Assets

The Society has two named endowment funds that represent gifts and bequests that have been accepted with the donor stipulation that the principal be maintained intact in perpetuity or a specified period. Income from these assets is restricted to provide scholarships and honorariums as detailed below. Accordingly, earnings are recognized as temporarily restricted net assets.

*The Robert H. Gibbs, Jr. Memorial Award* - The Gibbs Endowment presents an annual award for an outstanding body of published work in systematic ichthyology to a citizen of a Western Hemisphere nation.

*The Edward C. Raney Award* - The Raney Endowment funds an award for ichthyology. The award provides support for young student ichthyologists for museum or laboratory study, travel, fieldwork, or any other activity that will effectively enhance their professional careers and their contributions to the science of ichthyology.

Funds with Deficiencies - From time to time the fair value of assets associated with individual donor-restricted endowment funds may fall below the level that the donor or the Uniform Prudent Management of Institutional Funds Act (UPMIFA) requires the Society to retain as a fund of perpetual duration. These deficiencies usually result from unfavorable market fluctuations. The Society's Endowment & Finance Committee is authorized to transfer the necessary funds as needed, from unrestricted net assets to restore the endowments to their stipulated value.

Return Objectives and Risk Parameters - The Society has adopted investment and spending policies for endowment assets that attempt to provide a predictable stream of funding to programs supported by its endowment while seeking to maintain the purchasing power of the endowment assets. Endowment assets include those assets of donor-restricted funds that the Society must hold in perpetuity. Under this policy, as approved by the Board of Governors, the endowment assets are invested in a manner that is intended to produce results that approximate a yield of 5% per year, while assuming a moderate level of investment risk. Actual returns in any given year may vary from this amount.

Strategies Employed for Achieving Objectives - To satisfy its long-term objectives, the Society relies on a total return strategy in which investment returns are achieved through both capital appreciation (realized and unrealized) and current yield (interest and dividends). The Society targets a diversified asset allocation that places equal emphasis on equity-based and income investments to achieve its long term objectives within prudent risk constraints.

Spending Policy and How the Investment Objectives Relate to Spending Policy - The Society has a policy of appropriating for distribution each year 5% or less of the endowment funds' average fair value for the awards described above. Accordingly the Society expects the current spending policy to allow its endowments to remain stable on an annual basis. This is consistent with the Society's objective to maintain the purchasing power of the endowment assets held in perpetuity as well as provide adequate funding for annual awards.

NOTES TO FINANCIAL STATEMENTS

December 31, 2012

7. Fair Value of Financial Instruments

The Society financial instruments, none of which are held for trading purposes, include cash and cash equivalents, mutual fund investments, accounts receivable, deposits, accounts payable and deferred revenue. The Society estimates that the fair value of all financial instruments at December 31, 2012, does not materially differ from the aggregate carrying values of the financial instruments recorded in the accompanying financial statements.

8. Contributed Services

A substantial number of unpaid volunteers have made significant contributions of their time and support of Society program services. The value of this contributed time is not reflected in the accompanying financial statements because the criteria for recognition have not been satisfied.

9. Subsequent Events

Subsequent events have been evaluated through June 10, 2013, which is the date the financial statements were available to be issued. Events occurring after that date have not been evaluated to determine whether a change in the financial statements would be required.

**SUPPLEMENTARY INFORMATION**

AMERICAN SOCIETY OF ICHTHYOLOGISTS AND HERPETOLOGISTS

Combining Schedule of Activities

For the year ended December 31, 2012

	General Operating	Student Travel	General Endowment	Stoye	Life Membership	Annual Meeting	Gaige	Storer	Raney	Fitch	Gibbs	Total
<b>Net Assets at January 1, 2012</b>	\$ 526,261	\$ 25,814	\$ 124,370	\$ 68,258	\$ 31,326	\$ 111,804	\$ 56,287	\$ 22,653	\$ 69,932	\$ 18,705	\$ 115,471	\$ 1,170,881
<i>Support and Revenue</i>												
Membership, Subscription, Other Donations	246,766	4,256	1,085	475	7,300	-	-	50	475	250	100	254,066
Interest & Dividends	6,890	32	3,099	2,026	1,681	159	1,759	689	2,087	558	3,240	22,220
Net Gains (loss) on Investments	15,176	-	7,259	4,771	3,908	-	4,162	1,625	4,924	1,320	7,614	50,759
Total Support and Revenue	268,832	4,288	11,443	7,272	12,889	159	5,991	2,364	7,486	2,128	10,954	333,806
<i>Expenses</i>												
Publication of Copeia and Other exp	228,868	-	-	-	-	-	-	-	-	-	-	228,868
Awards	266	6,700	2,667	1,500	-	-	5,000	600	5,000	1,080	5,080	27,893
Total Expenses	229,134	6,700	2,667	1,500	-	-	5,000	600	5,000	1,080	5,080	256,761
Excess of Revenues over (Exp.)	39,698	(2,412)	8,776	5,772	12,889	159	991	1,764	2,486	1,048	5,874	77,045
<i>Transfers</i>												
Awards	(10,000)	-	-	-	-	-	5,000	-	5,000	-	-	-
Board Designated Transfers	4,254	3,046	-	-	(7,300)	-	-	-	-	-	-	-
Total Transfers	(5,746)	3,046	-	-	(7,300)	-	5,000	-	5,000	-	-	-
<b>Change in Net Assets</b>	33,952	634	8,776	5,772	5,589	159	5,991	1,764	7,486	1,048	5,874	77,045
<b>Net Assets at December 31, 2012</b>	\$ 560,213	\$ 26,448	\$ 133,146	\$ 74,030	\$ 36,915	\$ 111,963	\$ 62,278	\$ 24,417	\$ 77,418	\$ 19,753	\$ 121,345	\$ 1,247,926
Unrestricted -General Operating	\$ 560,213	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 560,213
Unrestricted -Board Designated	-	26,448	133,146	74,030	36,915	111,963	62,278	24,417	45,418	19,753	-	534,368
Total Unrestricted	560,213	26,448	133,146	74,030	36,915	111,963	62,278	24,417	45,418	19,753	-	1,094,581
Temporarily Restricted	-	-	-	-	-	-	-	-	-	-	21,345	21,345
Permanently Restricted	-	-	-	-	-	-	-	-	32,000	-	100,000	132,000
Total Net Assets	\$ 560,213	\$ 26,448	\$ 133,146	\$ 74,030	\$ 36,915	\$ 111,963	\$ 62,278	\$ 24,417	\$ 77,418	\$ 19,753	\$ 121,345	\$ 1,247,926

AMERICAN SOCIETY OF ICHTHYOLOGISTS AND HERPETOLOGISTS

Schedule of Management and General Expense

For the Year Ended December 31, 2012

Allen Press, Inc.:	
Business Management	\$ 35,923
Warehouse	<u>2,840</u>
Total Allen Press	38,763
Annual Audit	8,873
Bank Charges	2,149
Dues and Subscriptions	4,195
Miscellaneous	280
Web site	3,638
Secretary's Office	29,530
Treasurer's Office	<u>3,289</u>
Total Management and General Expenses	<u>\$ 90,717</u>

AMERICAN SOCIETY OF ICHTHYOLOGISTS AND HERPETOLOGISTS

Schedule of Mutual Fund Investments

December 31, 2012

Mutual Fund	Initial Purchase Date	Cost as of December 31	Market Value at December 31	Shares as of December 31
<i>Wells Fargo Advisors</i>				
Alger Small Cap and Mid Cap Growth Fund	October 13, 2011	\$ 18,108	\$ 20,663	1,238.718
American Century Diversified Bond Fd	October 13, 2011	33,101	33,570	3,010.760
American Century Growth Fund	October 13, 2011	30,935	33,763	1,243.562
Artio Global Total Return Bond Fund	October 13, 2011	47,416	47,853	3,492.913
Cohen & Steers Realty Shares Inc.	October 13, 2011	12,887	13,577	210.274
Dodge & Cox Stock Fund	October 13, 2011	29,931	35,757	293.334
Dreyfus Appreciation Fund	October 13, 2011	38,470	40,519	922.361
Europacific Growth Fund Class F	September 4, 2012	20,630	22,283	543.628
Goldman Sachs Tr Fin. Square Tres. Inst. Fd I	September 5, 2012	5,045	5,045	5,045.310
Heartland Value Plus Fund	October 13, 2011	20,339	21,271	717.652
JPMorgan Intrepid Value Fund Select	October 13, 2011	30,466	35,273	1,358.228
Mainstay High Yield Corporate Bond Fd	October 13, 2011	20,119	21,148	3,461.286
Managers Bond Fund	October 13, 2011	26,046	27,948	1,000.634
Metropolitan West Total Return Bond Fund	October 13, 2011	46,491	48,684	4,470.493
MFS Serial Trust Emerging Markets	October 13, 2011	33,227	35,341	2,164.182
Oppenheimer International Bond Fund	October 13, 2011	33,480	35,123	5,337.883
Pimco Pac Invt Mgmt Ser Total Return Fund	October 13, 2011	60,169	62,050	5,520.432
Pimco Pac Invt.Mgmt.Ser-Comm Real Ret Strat	October 13, 2011	12,881	13,042	1,964.206
Pioneer OAD Ridge Small Cap Growth Fd	October 13, 2011	12,861	13,844	460.091
RS Investment Trust Value Fund	October 13, 2011	19,376	21,764	834.171
Thornburg Investment Income Builder Fd	October 13, 2011	40,497	42,384	2,236.645
Virtus Emerging Markets Opportunity Fd	October 13, 2011	38,294	43,940	4,261.885
Wells Fargo Advantage Endeavor Select Fd	October 13, 2011	<u>17,224</u>	<u>20,505</u>	1,814.545
		<u>\$ 647,993</u>	<u>\$ 695,347</u>	

Note: The column labeled "Cost as of December 31," includes the original amount invested in the fund plus reinvested interest and dividends including unrealized gains and losses of prior years.



AMERICAN SOCIETY OF ICHTHYOLOGISTS AND HERPETOLOGISTS

Schedule of Cash, Cash Equivalents and Investments

December 31, 2012

	General Operating	Student Travel	General Endowment	Stoye	Life Membership	Raney	Annual Meeting	Gaige	Storer	Fitch	Gibbs	Total
<b>Cash and Cash Equivalents</b>												
Wells Fargo Advisors Checking	\$ 242,420 172,413	\$ 26,273 1,335	\$ 28,858 1,310	\$ 7,019 575	\$ 18,551 -	\$ 9,035 525	\$ 94,281 -	\$ 3,358 120	\$ 2,537 50	\$ 933 275	\$ 15,629 125	\$ 448,894 176,728
Total Cash and Cash Equivalents	414,833	27,608	30,168	7,594	18,551	9,560	94,281	3,478	2,587	1,208	15,754	625,622
<b>Investments</b>												
Wells Fargo Advisors	207,908	-	99,435	65,363	53,542	67,449	-	57,018	22,251	18,079	104,302	695,347
Total Investments	207,908	-	99,435	65,363	53,542	67,449	-	57,018	22,251	18,079	104,302	695,347
<b>Total Cash and Cash Equivalents and Investments</b>	\$ 622,741	\$ 27,608	\$ 129,603	\$ 72,957	\$ 72,093	\$ 77,009	\$ 94,281	\$ 60,496	\$ 24,838	\$ 19,287	\$ 120,056	\$ 1,320,969