

CONSOLIDATED FINANCIAL STATEMENTS

**DECEMBER** 31, 2012



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#### INDEPENDENT AUDITORS' REPORT

Board of Trustees Huntington's Disease Society of America, Inc. New York, New York

#### **Report on the Consolidated Financial Statements**

We have audited the accompanying consolidated financial statements of the Huntington's Disease Society of America, Inc., Inc. (the "Society"), which comprise the consolidated statement of financial position as of December 31, 2012, and the related consolidated statements of activities, functional expenses, and cash flows for the year then ended, and the related notes to the consolidated financial statements.

#### Management's Responsibility for the Consolidated Financial Statements

The Society's management is responsible for the preparation and fair presentation of these financial statements in accordance with accounting principles 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.

#### Auditor's 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 auditor's 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 organization's internal control. Accordingly, we express no such opinion. An audit also includes 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 consolidated financial statements referred to above present fairly, in all material respects, the consolidated financial position of the Huntington's Disease Society of America, Inc. 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.

New York, New York

Eisnerfmper LLP

April 5, 2013

# Consolidated Statement of Financial Position December 31, 2012

ASSETS
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Cash and cash equivalents Investments, at fair value Pledges and contributions receivable, net Prepaid expenses and deposits Cash surrender value of life insurance Property and equipment, net	\$ 2,546,676 580,191 562,951 86,329 124,821 77,867 \$ 3,978,835
LIABILITIES  Accounts payable and accrued expenses Accrued compensation Grants payable Deferred rent Obligation under capital lease Deferred revenue	\$ 421,172 187,951 798,848 82,881 21,267 7,323
Total liabilities	<u>1,519,442</u>
Commitments (Note I)	
Net assets: Unrestricted: Undesignated Board-operating reserve	(761,203) 510,196 (251,007)
Temporarily restricted Permanently restricted	2,460,400 250,000
Total net assets	2,459,393
	<u>\$ 3,978,835</u>

#### Consolidated Statement of Activities Year Ended December 31, 2012

	Unrestricted	Temporarily Restricted	Permanently Restricted	Total
Support and revenue:				
Public donations	\$ 1,214,485	\$ 753,391		\$ 1,967,876
Foundation grants and corporate	, , ,	,,		, , , , , , ,
contributions	586,082	777,380		1,363,462
Federal campaign	298,203			298,203
Investment income	2,238	3,073		5,311
Donated services and materials	340,735			340,735
Other	21,983			21,983
Total support and revenue				
before restrictions	2,463,726	1,533,844		3,997,570
before restrictions	2,403,720	1,555,644		3,331,310
Net assets released from restrictions	729,775	(729,775)		0
Total support and revenue	<u>3,193,501</u>	804,069		3,997,570
Expenses:				
Program services:				
Research	570,986			570,986
Family services	1,262,045			1,262,045
Education	1,544,895			1,544,895
Chapter development	1,071,126			<u>1,071,126</u>
	4,449,052			4,449,052
Supporting services:				
Management and general	832,279			832,279
Fund-raising	<u>1,524,435</u>			<u>1,524,435</u>
•				
	<u>2,356,714</u>			2,356,714
Total expenses	6,805,766			6,805,766
Change in net assets before non-				
operating income	<u>(3,612,265</u> )	<u>804,069</u>		<u>(2,808,196</u> )
Non-operating income:				
Special events:				
Gross receipts	4,044,123			4,044,123
Less: direct costs	(618,928)			(618,928)
Net income from special events	3,425,195			3,425,195
Change in net assets	(187,070)	804.069		616,999
Net assets - beginning of year	(187,070) (63,937)	1,656,331	<u>\$ 250,000</u>	1,842,394
Net assets - beginning or year	(03,337)	1,030,331	Ψ 230,000	1,042,334
Net assets - end of year	<u>\$ (251,007)</u>	<u>\$ 2,460,400</u>	<u>\$ 250,000</u>	<u>\$ 2,459,393</u>

### Consolidated Statement of Functional Expenses Year Ended December 31, 2012

		Program Services Supporting Services															
	Resea	rch		Family Services	Ec	ducation		Chapter velopment		Total Program Services		nagement and General		Fund- Raising		Total upporting Services	Total
Salaries and related expenses: Salaries Payroll taxes and employee benefit	\$ 180, <u>51,</u>	192 <u>614</u>	\$	354,910 101,664	\$ 	401,612 115,042	\$ 	564,279 161,638	\$	1,500,993 429,958	\$	240,629 68,929	\$	413,589 118,473	\$	654,218 187,402	\$ 2,155,211 617,360
Total salaries and related expenses	231,	806		456,574		516,654		725,917		1,930,951		309,558		532,062		841,620	2,772,571
Other expenses:																	
Office supplies	1,	588		2,923		13,336		19,589		37,436		41,430		6,689		48,119	85,555
Telephone	12,	341		12,073		9,841		42,902		77,157		26,975		8,762		35,737	112,894
Postage and shipping				14,475		43,355		25,280		83,110		44,759		49,267		94,026	177,136
Rent and occupancy charges	28,	819		29,426		28,515		92,357		179,117		31,210		28,507		59,717	238,834
Printing and publications				8,066		139,474		36,998		184,538		33,034		104,283		137,317	321,855
Conferences, meetings and travel	7,	662		90,279		290,525		17,656		406,122		55,807		51,339		107,146	513,268
Insurance	3,	243		6,579		7,228		10,658		27,708		4,331		9,177		13,508	41,216
Prizes, gifts and products sold				5,147		273,153		6,375		284,675		7,836		557,218		565,054	849,729
Professional services	21,	325		440,619		207,707		71,745		741,396		20,075		65,450		85,525	826,921
Research grants and other awards	55,	000		168,848						223,848							223,848
Equipment rental	1,	070		5,934		5,901		7,597		20,502		9,520		4,836		14,356	34,858
Donated services and materials	181,	110		1,920		873		1,760		185,663		155,072				155,072	340,735
Bad debt												20,000				20,000	20,000
Other	<u> </u>	<u>721</u>	_	<u> 16,266</u>	_	5,034	_	7,104	_	48,125	_	70,69 <u>5</u>	_	103,447	_	174,142	222,267
Total expenses before depreciation and amortization	563,	60E		1,259,129		1,541,596		1,065,938		4,430,348		830,302		1,521,037	,	2,351,339	6,781,687
amoruzanon	505,	000		1,239,129		1,341,390		1,000,938		4,430,346		030,302		1,321,037	-	2,331,339	0,701,007
Depreciation and amortization	7,	<u>301</u>		<u> 2,916</u>	_	3,299	_	<u>5,188</u>		<u> 18,704</u>	_	1,977	_	3,398	_	<u>5,375</u>	24,079
	<u>\$ 570,</u>	986	\$	1,262,045	\$	1,544,895	\$	1,071,126	\$	4,449,052	\$	832,279	\$	1,524,435	\$ 2	2,356,714	\$ 6,805,766

#### Consolidated Statement of Cash Flows Year Ended December 31, 2012

Cash flows from operating activities:		
Change in net assets	\$	616,999
Adjustments to reconcile change in net assets to net cash used in		
operating activities:		
Depreciation and amortization		24,079
Bad debt expense		20,000
Realized losses on investments		722
Unrealized losses on investments		2,814
Donated investments		(58,092)
Changes in:		
Pledges and contributions receivable, net		(56,759)
Prepaid expenses and deposits		16,521
Cash surrender value of life insurance		(4,600)
Accounts payable and accrued expenses		111,774
Accrued compensation		34,954
Grants payable		(751,152)
Deferred rent		(22,882)
Deferred revenue		(35,399)
Net cash used in operating activities		<u>(101,021</u> )
Cash flows from investing activities:		
Purchases of property and equipment		(39,753)
Purchases of investments		(61,992)
Proceeds from sales of investments		149,134
Net cash provided by investing activities		47,389
Cash flows from financing activities:		
Payments made on capital lease obligations		(4,596)
Taymonto made on ouplanease obligations		(4,000)
Net decrease in cash and cash equivalents		(58,228)
Cash and cash equivalents - beginning of year	:	2,604,904
Sacratia sacri squiratorito degirining si year		<u> </u>
Cash and cash equivalents - end of year	\$ :	2,546,67 <u>6</u>
	-	<del>,,</del>
Supplemental disclosure of cash flow information:		
Donated goods and services	\$	340.735
Donatou goodo ana sorvicos	Ψ	<del>VTU,I VU</del>
Interest expense incurred under obligation of capital lease	\$	3,526

Notes to Consolidated Financial Statements December 31, 2012

#### NOTE A - ORGANIZATION AND SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

#### [1] The Society:

The Huntington's Disease Society of America, Inc. ("HDSA") was incorporated in New York in 1986. HDSA is a national, voluntary health organization dedicated to improving the lives of people with Huntington's disease ("HD") and their families. Currently, HDSA has 33 chapters throughout the United States. Each chapter, staffed entirely by volunteers, (i) holds educational events, coordinates social workers, and runs support groups for local families with HD; (ii) raises funds through events (walk-a-thons, dinners, golf tournaments, and other activities) that are used to support HDSA's programs of research, care and education; and (iii) strives to build greater awareness of HD in the general public through outreach to local press and civic groups.

HDSA has two wholly controlled supporting organizations, HDSA Research Initiatives, Inc. ("HDSA Research") and HDSA Care Centers Initiatives, Inc. ("HDSA Care Centers"), both incorporated in New York in 2004. Accordingly, the accompanying consolidated financial statements include the consolidated financial position, results of operations and cash flows of HDSA, HDSA Research, and HDSA Care Centers (collectively, the "Society"). All inter-entity transactions and balances have been eliminated in the consolidation process.

The Society's organizations are exempt from federal income taxes pursuant to Section 501(c)(3) of the U.S. Internal Revenue Code and from state and local taxes under comparable laws.

#### [2] Basis of accounting:

The accompanying consolidated financial statements of the Society have been prepared using the accrual basis of accounting and conform to accounting principles generally accepted in the United States of America, as applicable to not-for-profit organizations.

#### [3] Functional allocation of expenses:

The costs of providing the various programs and supporting services have been summarized on a functional basis in the accompanying consolidated statement of activities. Accordingly, certain expenses have been allocated by management, using appropriate measurement methodologies, among the program, management and fund-raising areas.

#### [4] Use of estimates:

The preparation of consolidated financial statements in conformity with generally accepted accounting principles requires management to make estimates and assumptions that affect the reported amounts of assets, liabilities, revenues and expenses and the disclosure of contingent assets and liabilities. Actual results may differ from those estimates.

#### [5] Cash and cash equivalents:

For financial statement purposes, the Society considers all highly liquid investments, with maturities of three months or less, when purchased, to be cash equivalents. Cash equivalents considered to be part of the Society's investment portfolio are reflected as investments in the accompanying consolidated financial statements.

#### [6] Investments:

Investments in equity securities with readily determinable fair values are reported at their fair values in the accompanying consolidated statement of financial position, with realized and unrealized gains and losses included in the accompanying consolidated statement of activities. The Society's mutual funds are also reported at their fair values, as determined by the related investment manager or advisor. Donated securities are recorded at their fair values at the dates of donation.

Notes to Consolidated Financial Statements December 31, 2012

#### NOTE A - ORGANIZATION AND SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

#### [6] Investments: (continued)

Investment transactions are recorded on a trade-date basis. Realized gains or losses on investments are determined by comparison of the average cost of acquisition to proceeds at the time of disposition. The earnings from dividends and interest are recognized when earned.

#### [7] Property and equipment:

Property and equipment are recorded at their original costs or, if contributed, at their fair values at the dates of donation. Depreciation is provided over the estimated useful lives ranging from five to ten years. Likewise, leasehold improvements are amortized over the terms of the underlying leases. Depreciation and amortization are calculated using the straight-line method.

#### [8] Accrued vacation obligation:

Accrued vacation is included as a liability in the accompanying consolidated financial statements and represents the Society's obligation for the cost of unused employee vacation time payable in the event of employee terminations; the obligation is recalculated annually. At December 31, 2012, this accrued vacation obligation was \$114,810.

#### [9] Grants payable:

Grants are recognized as an obligation at the time of approval. Grants approved but unpaid as of year-end are reported as liabilities in the accompanying consolidated statement of financial position. At December 31, 2012, the grants payable obligation was \$798,848, and is due to be paid in the upcoming year.

#### [10] Deferred rent:

Rent expense is recognized using the straight-line method over the terms of the lease. The difference between rent expense incurred and the rental amounts paid, which is attributed to scheduled rent increases, is reported as a "deferred rent" obligation in the accompanying consolidated statement of financial position.

#### [11] Deferred revenue:

Special event revenues applicable to a current year are recognized as revenue in the year the special event takes place. Special event revenue received for a future year's event is deferred and recognized when the special event takes place.

#### [12] Net assets:

The Society's net assets and its revenue, expenses, gains and losses are classified based on the existence or absence of donor-imposed restrictions. Accordingly, the net assets of the Society and changes therein are reported as follows:

#### (a) Unrestricted:

Unrestricted net assets represent those resources available for current operations. The Board of Trustees has designated a portion of unrestricted net assets to be spent at the discretion of the Board.

Notes to Consolidated Financial Statements December 31, 2012

#### NOTE A - ORGANIZATION AND SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

#### [12] Net assets: (continued)

#### (b) Temporarily restricted:

Temporarily restricted net assets represent those resources that are subject to the requirements of the New York Prudent Management of Institutional Funds Act ("NYPMIFA") and the use of which has been restricted by donors for specific purposes and/or the passage of time. When a donor restriction expires, that is, when a stipulated time restriction ends, or a purpose restriction is accomplished or funds are appropriated through an action of the Board of Trustees, temporarily restricted net assets are reclassified as unrestricted net assets and reported in the accompanying consolidated statement of activities as a net assets released from restrictions.

#### (c) Permanently restricted:

Permanently restricted net assets represent those resources the principal of which is originally restricted into perpetuity by its donors. The purposes for which the income and net capital appreciation arising from the underlying assets may be used depend on the wishes of that donor. Under the terms of NYPMIFA, those earnings are classified as temporarily restricted in the accompanying consolidated statements of activities, pending appropriation by the Board of Trustees.

#### [13] Measure of operations:

The Society includes in its definition of operations all revenues and expenses that are an integral part of its programs and supporting activities. Special event revenue and expenses are recognized as a part of non-operating activities.

#### [14] Contributions and grants:

Contributions to the Society are recognized as revenue upon the receipt of cash, securities or unconditional pledges. Conditional promises to the Society are not recognized until they become unconditional; that is, at the time when the conditions on which they depend are substantially met.

Contributions of assets other than cash are recorded at their estimated fair values at the dates of donation. Contributions to be received are discounted at an appropriate discount rate commensurate with the risk involved, with the change in the balance of unamortized discount reflected as an adjustment to contribution revenue.

#### [15] Donated goods and services:

For recognition of donated services in the Society's consolidated financial statements, such services must (a) create or enhance non-financial assets or (b) require specialized skills and be performed by individuals possessing those skills and which would otherwise be purchased by the Society. Donated goods and services are recorded as support at their estimated fair value at the dates of donation and are reported as unrestricted support unless the donor has restricted the donated asset to a specific purpose. Donated goods and services are reported as both contributions and offsetting expenses in the accompanying consolidated statement of activities.

#### [16] Income tax uncertainties:

The Society follows the provisions of the Financial Accounting Standards Board's Accounting Standards Codification ("ASC") Topic ASC 740-10-05 relating to accounting and reporting for uncertainty in income taxes. However, due to the Society's general tax-exempt status, ASC Topic 740-10-05 has not had, and is not expected to have, a material impact on the Society's consolidated financial statements.

Notes to Consolidated Financial Statements December 31, 2012

#### NOTE A - ORGANIZATION AND SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

#### [17] Fair-value measurements:

As further described in Note B, the Society reports a fair-value measurement of all applicable financial assets and liabilities, including investments, receivables, and short-term payables.

#### [18] Endowment funds:

The Society reports all applicable disclosures of its funds treated as endowment, both donor-restricted and board-designated.

#### [19] Subsequent events:

The Society considers the accounting treatments, and the related disclosures in the current year's consolidated financial statements, that may be required as the result of all events or transactions that occur after year-end through the date of the independent auditors' report.

#### **NOTE B - INVESTMENTS**

At December 31, 2012, the cost and fair value of investments were as follows:

	Fair Value	Cost
Certificates of deposit Mutual funds	\$ 572,418 	\$ 577,277 5,791
	<u>\$ 580,191</u>	\$ 583,068

During 2012, investment income consisted of the following:

Interest and dividends	\$ 8,847
Realized losses	(722)
Unrealized losses	 (2,814)
Total investment income	\$ 5,311

ASC Topic 820-10-05 establishes a three-level valuation hierarchy of fair-value measurements. These valuation techniques are based on observable and unobservable inputs. Observable inputs reflect market data obtained from independent sources, while unobservable inputs reflect market assumptions. These two types of inputs create the following fair-value hierarchy:

- Level 1: Valuations are based on observable inputs that reflect quoted market prices in active markets for those investments, or similar investments, at the reporting date.
- Level 2: Valuations are based on (i) quoted prices for those investments, or similar investments, in active markets, or (ii) quoted prices for those investments, or similar investments, in markets that are not active, or (iii) pricing inputs other than quoted prices that are directly or indirectly observable at the reporting date. Level 2 assets include those investments that are redeemable at or near the balance sheet date and for which a model was derived for valuation.

Notes to Consolidated Financial Statements December 31, 2012

#### NOTE B - INVESTMENTS (CONTINUED)

Level 3: Valuations are based on pricing inputs that are unobservable and include situations where (i) there is little, if any, market activity for the investments, or (ii) the investments cannot be independently valued, or (iii) the investments cannot be immediately redeemed at or near year-end.

The following table summarizes the fair values of the Society's assets at December 31, 2012:

	Level 1	Level 2	Total
Certificates of deposit Mutual funds	<u>\$ 7,773</u>	\$ 572,418	\$ 572,418 <u>7,773</u>
Total	\$ 7,773	\$ 572,418	\$ 580,191

#### NOTE C - PLEDGES AND CONTRIBUTIONS RECEIVABLE

As of December 31, 2012, the Society's pledges and contribution receivables are reported as \$562,951, net, and are expected to be collected within one year. Based on prior experience with donors, management expects \$60,000 to be uncollectible, and has provided an allowance for those doubtful collections for 2012.

#### **NOTE D - PROPERTY AND EQUIPMENT**

At December 31, 2012, property and equipment consisted of the following:

	17,085 52,667 30,489
<u> </u>	343,699 (265,832) 77,867

Depreciation and amortization expense was \$24.079 for 2012.

#### NOTE E - EMPLOYEE-BENEFIT PLAN

The Society maintains a 403(b) defined-contribution employee-benefit plan for all eligible employees. The Society contributes a portion of an eligible employee's salary to the plan. The Society's contribution for 2012 was \$97,957.

In previous years, the Society did not remit the required contribution to certain otherwise eligible employees. Accordingly, as of December 31, 2012, the Society owes \$8,348, to former participants in the plan.

Notes to Consolidated Financial Statements December 31, 2012

#### NOTE F - TEMPORARILY RESTRICTED NET ASSETS

At December 31, 2012, temporarily restricted net assets consisted of \$2,460,400, which was restricted to fund research and education programs. During 2012, net assets released from restrictions resulted from satisfying donor restrictions to fund education of \$729,775.

#### **NOTE G - ENDOWMENT**

#### [1] The endowment:

At December 31, 2012, the Society's endowment consisted of one donor restricted fund in the amount of \$250,000, established by the donor for the purpose of funding medical research in the field of Huntington's disease.

#### [2] Interpretation of relevant law:

NYPMIFA is applicable to all of the Society's institutional funds including its donor-restricted funds. The Board of Trustees will continue to adhere to NYPMIFA's requirements.

#### [3] Changes in endowment net assets for the year ended December 31, 2012:

	Temporarily Permanently Restricted Restricted				
Endowment net assets, beginning of year Investment income	\$ 24,737 3,073	\$ 250,000	\$ 274,737 3,073		
Endowment net assets, end of year	\$ 27,810	\$ 250,000	\$ 277,810		

#### [4] Funds with deficiencies:

Due to unfavorable market fluctuations, from time to time, the fair value of assets associated with individual donor-restricted endowment funds may decline below the historical dollar value of the donor's original permanently restricted contribution. Under the terms of NYPMIFA, the Society has no responsibility to restore such a decrease in value. There were no such deficiencies as of December 31, 2012.

#### [5] 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 for programs supported by its endowment while seeking to maintain the purchasing power of the endowment assets and assuming a moderate level of investment risk.

Notes to Consolidated Financial Statements December 31, 2012

#### NOTE G - ENDOWMENT (CONTINUED)

#### [6] Strategies employed for achieving objectives:

The Society considers the following factors in making a determination to appropriate or accumulate donorrestricted endowment funds:

- the duration and preservation of the funds;
- the purposes of the Society and the donor-restricted endowment funds;
- general economic conditions;
- · the possible effect of inflation and deflation;
- the expected total return from income and the appreciation/depreciation of investments;
- · other resources of the Society; and
- the investment policy of the Society.

#### [7] Spending policy and relation to the spending policy:

The Society evaluates its funding requirements on an annual basis and, accordingly, draws from its endowment appreciation on an as-needed basis. This is consistent with the Society's objective to maintain the purchasing power of the endowment assets held in perpetuity or for a specified term, as well as to provide additional real growth through new gifts and investment return.

#### **NOTE H - CONCENTRATIONS OF CREDIT RISK**

The Society maintains its cash in noninterest-bearing accounts on which there is currently no limit on federal insurance; however, subsequent to 2012, the insurance is limited to \$250,000. The Society's investments are held at major financial institutions, and management believes that there is no significant risk of loss by reason of the institutions' failures.

# Notes to Consolidated Financial Statements December 31, 2012

#### **NOTE I - COMMITMENTS**

The Society leases a portion of its equipment under a capital lease expiring April 2016. The equipment was recorded at its fair value and is being depreciated over its estimated useful life. Depreciation expense associated with the assets is included in depreciation expense in the accompanying consolidated statement of functional expenses. At December 31, 2012, capitalized leased equipment amounted to \$28,925 with accumulated depreciation of \$10,950. Depreciation expense related to the capitalized leased equipment amounted to \$5,785 for 2012.

In addition, the Society leases office space for its various offices under operating lease agreements expiring through June 30, 2015.

The future minimum annual rental on the leases is as follows:

Year Ending	Leases					
December 31,	Ca	pitalized	Operatin			
2013 2014 2015 2016	\$	8,122 8,122 8,122 2,707	\$	205,396 200,504 99,377		
		27,073	\$	505,277		
Less amount representing interest on lease payments		5,806				
Present value of minimum lease payments	<u>\$</u>	21,267				

Rent expense for 2012 was \$238,834. There are no lease commitments for chapter offices, since these leases are on a month-to-month basis.

#### NOTE J - DONATED SERVICES AND MATERIALS

The fair value of contributed goods and services, which included legal services, rent expense and donated merchandise was \$340,735 for 2012.

#### NOTE K - LIFE INSURANCE

The Society is the beneficiary of a life insurance policy on a donor. At December 31, 2012, the cash surrender value of the life insurance policy was \$124,821.