## **Print**

## **Youth Sports Funding Program Application - Submission #229**

| Amount of fundi | ing requested*   |  |  |  |
|-----------------|--|--|--|--|
| 13,000          |  |  |  |  |
| If you do not l | If you do not have a Tax ID number, has one been           |  |  |  |
| Yes             |  |  |  |  |
|                 |  |  |  |  |
|                 |  |  |  |  |
| State*          | Zip*   |  |  |  |
| Са              | 93546  |  |  |  |
|                 |  |  |  |  |
| Last Name*      |  |  |  |  |
| Clute           |  |  |  |  |
| Email*          |  |  |  |  |
| lisawclute@gma  | ail.com  |  |  |  |
|                 | If you do not requested?  Yes  State* Ca  Last Name* Clute |  |  |  |

| 119  | https://www.townofmai                           | mmothlakes.ca.gov/Admin/FormCenter/Submissions/Print/229  |  |  |
|--|---|---|--|--|
| First Name*  |   | Last Name*  |  |  |
| Eric   |   | Clark   |  |  |
| Phone*   |   | Email*  |  |  |
| 9705310732   |   | ericbowerclark@gmail.com  |  |  |
| Purpose of organization* To provide an opportunit Built on the power of vo | ty for our communitie<br>lunteer support to pro | es kids to play soccer in a positive and inclusive environment. ovide all kids with an opportunity for development. |  |  |
| FUNDING INFORMATION  |   |   |  |  |
|  |   |   |  |  |
| Amount of funding request*   |   |   |  |  |
| Amount of funding request*   |   |   |  |  |

**Budget Information Worksheet\*** 

2019-20 AYSO Region 316 Budget.xlsx Please fill out and upload the provided budget information worksheet.

Youth Sports Funding Budget Information Worksheet 2018 Budget Information Worksheet

Please describe how the funds received in 2018 were spent:\*

Funds were spent on expenses like uniforms, field equipment (goals, nets, paint etc...) and training volunteers to up hold the tenants of AYSO soccer which is to provide Balanced Teams, Positive Coaching, Good Sportsmanship, Open Registration and Player Development. Built on the power of volunteer support

Please describe how the requested funding for 2019 will be used:\*

Funds were spent on expenses like uniforms, field equipment (goals, nets, paint etc...) and training volunteers to up hold the tenants of AYSO soccer which is to provide Balanced Teams, Positive Coaching, Good Sportsmanship, Open Registration and Player Development. Built on the power of volunteer support. This year we will have an additional expense of roughly \$2,500 as each volunteer will require a back ground check through AYSO at \$25 per person

What other sources have you pursued to obtain funding?\*

We have some private individuals that donate on a random basis and we do charge player fees.

Please upload any documents that will assist in establishing the funding history of the organization:

| Funding History Documents   | Funding History Documents   |  |  |
|---|---|--|--|
| Choose File No file chosen  | Choose File No file chosen  |  |  |
| Funding History Documents   | Funding History Documents   |  |  |
| Choose File No file chosen  | Choose File No file chosen  |  |  |
| Do you have a Facility Use Agreement with the Town of Mammoth Lakes?*   | Are any Town/County resources (e.g., parks, fields, or facilities) used by the organization?* |  |  |
| Yes    No   | Yes    No   |  |  |
| If yes, indicate the nature of the usage, the estimated number of organization for the prep and maintenance of the facility used by | y your organization.  |  |  |
| We utilize the Shady Rest park fields for practice and August 8/24 this year through the first week of Nove tournament.             |   |  |  |
|   |   |  |  |
| PROCE AM INFORMATION  | *   |  |  |
| PROGRAM INFORMATION   |   |  |  |
| Duration of the program's season (days per year):*  |   |  |  |
| 70-75 days End of August to first week of November  |   |  |  |
| Number of registered youth participants in 2018:*   |   |  |  |
| 410   |   |  |  |
| Number of Mono County and Mammoth Lakes full-time reside  | nts (including Crowley Lake and other nearby areas):*   |  |  |
| 410   |   |  |  |
|   |   |  |  |
| Number of adult volunteer hours involved with the program (sp   | ecific program set up, maintenance, etc provide details):*                                    |  |  |
| 92 were signed up last year   |   |  |  |
| What type of measures or procedures do you take to promote go   | and sportsmanship among the players coaches and parents?                                      |  |  |

We certify all our coaches and referees through training programs that are provided via AYSO and stress Balanced Teams, Positive Coaching, Good Sportsmanship, Open Registration and Player Development.

Outside of your program, what type of community programs or projects does your organization participate in? (examples: TOML Haunted Roller Rink, Mammoth Half Marathon, Mammoth Gran Fondo, etc.)

## **AYSO Annual Fiscal Budget**

| A006   Registration Fee Refunds   (200.00   |              | Section 2 Area F                            | Region       | 316       | Other             |              |
|---|--------------|---|--------------|-----------|-------------------|--------------|
| Date of last financial starement distributed to members:       Estimated Revenues:       Sudget     Actual  | I7 4         |   |              | Duding 1  |                   |              |
| Last Season   |              |   | _            | Enaing: J | une 30, <u>20</u> |              |
| Selimated   Revenues   Sudget   Actual  | Date of last | financial statement distributed to members: |              |           |                   | Last Season  |
| 4006   Registration Discount  | Estimated    | l Revenues:                                 | Budget       |           |                   |              |
| 4007   Early Registration Discount  | 4005         | Registration Fees (see bottom right)        | \$ 21,528.00 |           |                   | 27,983.00    |
| 4008   Multi-Child Discount   | 4006         | Registration Fee Refunds                    |              |           | _                 | (200.00)     |
| 4010   Late Registration Fees   | 4007         | Early Registration Discount                 |              |           | _                 |              |
| 4010   Merchandise Revenue  |              |   |              |           | _                 |              |
| 4012   Merchandise Revenue - T-Shirts   |              |   |              |           | -                 |              |
| 4015   Training Registration Fees   4020   Tourn/Natl Carnes/Player Camp Refunds   4021   Tournament/National Carnes/Player Camp   11,500.00   11,048.00   11,048.00   11,048.00   10,000   11,048.00   11,048.00   11,048.00   11,048.00   10,000   11,048.00   10,000   11,000.00   11,000.00   11,000.00   12,000.00   12,000.00   13    |              |   |              |           | -                 |              |
| 4020   TournAnd Games/Player Camp   11,500.00   11,048.00   10,040.00   12,000.00   13,0    |              |   |              |           | -                 |              |
| 4021   Tournament/National Games/Player Camp   11,500.00   11,048.00   4022   Tournament-Referee Commitment Fees   4023   Tournament-Referee Commitment Refund   4024   Concessions   4025   Tournament-Referee Commitment Refund   4026   4026   4027   Concessions - Packaged   4031   Cultural Exchange   4031   Cultural Exchange   4040   Fund Raising - Other   4310   Sponsors/Contributions/Donations   14,000.00   13,800.00   4059   Other Income (Describe)   4059   Other Income (Describe)   4059   Other Income (Describe)   4059   Other Income (Describe)   4050   Other Income (Describe)   4051   Other Income (Describe)   405    |              |   |              |           | _                 |              |
| 4022   Tournament-Referee Commitment Fees   |              | • •   | 11.500.00    |           | -                 | 11.048.00    |
| 4024   Concessions   4025   Tournaments - Vendors   |              | -   |              |           | _                 |              |
| 4025   Tournaments - Vendors   4027   Concessions - Packaged   4031   Cultural Exchange   4040   Fund Raising - Other   4310   Sponsors/Contributions/Donations   14,000.00   13,800.00   13,800.00   101   Interest Income   4959   Other Income (Describe)  | 4023         | Tournament - Referee Commitment Refund      |              |           | -                 |              |
| 4027   Concessions - Packaged   4031   Cultural Exchange   4040   Fund Raising - Other   4310   Sponsors/Contributions/Donations   14,000.00   13,800.00   13,800.00   1005   Interest Income   4950   Other Income (Describe)  | 4024         | Concessions                                 |              |           | _                 |              |
| 4031 Cultural Exchange 4040 Fund Raising - Other 4310 Sponsors/Contributions/Donations 113,800.00 105 Interest Income 4959 Other Income (Describe)  Total Estimated Revenue (R): \$ 47,028.00  Estimated Expenditures:  5101 Uniforms - Players - TAX PAID 5102 Uniforms - Coaches - TAX PAID 5103 Uniforms - Coaches - TAX PAID 5104 Uniforms - Coaches - TAX PAID 5105 Uniforms - Players - TAX PAID 5106 Uniforms - Players - NO TAX PAID 5107 Uniforms - Players - NO TAX PAID 5108 Uniforms - Players - NO TAX PAID 5109 Uniforms - Players - NO TAX PAID 5100 Uniforms - Coaches - NO TAX PAID 5100 Uniforms - Coaches - NO TAX PAID 5101 Uniforms - Coaches - NO TAX PAID 5102 Uniforms - Coaches - NO TAX PAID 5103 Uniforms - Coaches - NO TAX PAID 5104 Uniforms - Coaches - NO TAX PAID 5105 Uniforms - Coaches - NO TAX PAID 5107 Uniforms - Coaches - NO TAX PAID 5108 Uniforms - Other - NO TAX PAID 5109 Uniforms - Coaches - NO TAX PAID 5109 Uniforms - Other - NO TAX PAID 5109 Unifo | 4025         | Tournaments - Vendors                       |              |           | _                 |              |
| 4040   Fund Raising - Other   13,800.00   13,800.00   13,800.00   10   10   10   10   10   10   10  | 4027         | Concessions - Packaged                      |              |           | _                 |              |
| 4310   Sponsors/Contributions/Donations   14,000.00   13,800.00     4959   Other Income (Describe)  |              | •   |              |           | =                 |              |
| 9105  |              |   |              |           | -                 |              |
| Total Estimated Revenue (R): \$ 47,028.00   \$ 52,631.00  |              | -   | 14,000.00    |           | -                 | 13,800.00    |
| Total Estimated Revenue (R): \$ 47,028.00   |              |   |              |           | -                 |              |
| Stimated Expenditures:  | 4939         |   |              |           | -                 |              |
| 1,284.00  |              | <b>Total Estimated Revenue (R):</b>         | \$ 47,028.00 |           | =                 | \$ 52,631.00 |
| 175.00  | Estimated    | d Expenditures:                             |              |           | _                 |              |
| 1,500.00   2,003.00   5104   Uniforms - Other - TAX PAID   -   -  | 5101         | Uniforms - Players - TAX PAID               | 1,300.00     |           | _                 | 1,284.00     |
| Single  |              |   |              |           | =                 | 158.00       |
| 13,199.00   13,1    |              |   |              |           | -                 | 2,003.00     |
| Since   Uniforms - Coaches - NO TAX PAID  |              |   |              |           | -                 | 12 100 00    |
| S107  |              | •   | 15,500.00    |           | =                 | 13,199.00    |
| Since   |              |   |              |           | _                 |              |
| 5111         Field Expenses         3,000.00         6,209.00           5115         Facility / Park Fees         1.00           5130         Equipment - TAX PAID         2,500.00         2,112.00           5135         Equipment - NO TAX PAID         2,000.00         4,348.00           5140         Storage Expenses         5150         Trainer Payments         5150         Trainer Payments         5200         520         Natl Games-Start-up Seed Money         5200         520         Natl Games-Start-up Seed Money         5205         5205         Natl Games-Start-up Seed Money         5205         5205         Natl Games-Start-up Seed Money         5205         5206         5206         5207         5207         5207         5208         5208         5208         5209 <td></td> <td></td> <td></td> <td></td> <td>-</td> <td></td>  |              |   |              |           | -                 |              |
| 5115         Facility / Park Fees         1.00           5130         Equipment - TAX PAID         2,500.00         2,112.00           5135         Equipment - NO TAX PAID         2,000.00         4,348.00           5140         Storage Expenses   |              |   | 3,000.00     |           | <del>-</del>      | 6,209.00     |
| 5135         Equipment - NO TAX PAID         2,000.00         4,348.00           5140         Storage Expenses  | 5115         | -   |              |           | -                 |              |
| 5140 Storage Expenses 5150 Trainer Payments 5155 Payments to Playing Circuit 5200 Natl Games-Start-up Seed Money 5205 Natl Games-Business Expenses 5208 Tourn/Natl Games: Opening Ceremonies 5209 Tourn/Natl Games: Banners & Signs 5210 Tourn/Natl Games: Traffic Control 5211 Tourn/Natl Games: Entertainment 5212 Tourn/Natl Games: ID Cards 5213 Tourn/Natl Games: Insurance 5220 Tourn: Incentives, Trophies, Awards 5221 Tournament: Coaches 5222 Tournament: Referees 5223 Tournament: Referees 5224 Tournament: Water/Food 5225 Tournament: Water/Food 5226 Tournament: Medical Personnel 5227 Tournament: Medical Personnel 5227 Tournament Planning Meetings  | 5130         | -   | 2,500.00     |           | _                 | 2,112.00     |
| 5150 Trainer Payments 5155 Payments to Playing Circuit 5200 Natl Games-Start-up Seed Money 5205 Natl Games-Business Expenses 5208 Tourn/Natl Games: Opening Ceremonies 5209 Tourn/Natl Games: Banners & Signs 5210 Tourn/Natl Games: Traffic Control 5211 Tourn/Natl Games: Entertainment 5212 Tourn/Natl Games: ID Cards 5213 Tourn/Natl Games: Insurance 5220 Tourn: Incentives, Trophies, Awards 5221 Tournament: Coaches 5222 Tournament: Referees 5223 Tournament: Referees 5224 Tournament: Water/Food 5225 Tournament: Water/Food 5226 Tournament: Medical Personnel 5227 Tournament: Medical Personnel 5227 Tournament Planning Meetings  | 5135         | Equipment - NO TAX PAID                     | 2,000.00     |           | _                 | 4,348.00     |
| 5155 Payments to Playing Circuit 5200 Natl Games-Start-up Seed Money 5205 Natl Games-Business Expenses 5208 Tourn/Natl Games: Opening Ceremonies 5209 Tourn/Natl Games: Banners & Signs 5210 Tourn/Natl Games: Traffic Control 5211 Tourn/Natl Games: Entertainment 5212 Tourn/Natl Games: ID Cards 5213 Tourn/Natl Games: Insurance 5220 Tourn: Incentives, Trophies, Awards 5221 Tournament: Coaches 5222 Tournament: Referees 5223 Tournament: Referees 5224 Tournament: Water/Food 5225 Tournament: Water/Food 5226 Tournament: Concession Expenses 5227 Tournament: Medical Personnel 5227 Tournament: Medical Personnel 5227 Tournament Planning Meetings   | 5140         | Storage Expenses                            |              |           | _                 |              |
| 5200Natl Games-Start-up Seed Money5205Natl Games-Business Expenses5208Tourn/Natl Games: Opening Ceremonies5209Tourn/Natl Games: Banners & Signs5210Tourn/Natl Games: Traffic Control5211Tourn/Natl Games: Entertainment5212Tourn/Natl Games: ID Cards5213Tourn/Natl Games: Insurance5220Tourn: Incentives, Trophies, Awards900.005221Tournament: Coaches5222Tournament: Referees333.005223Tournament: Other5224Tournament: Water/Food5225Tournament: Concession Expenses5226Tournament: Medical Personnel5227Tournament Planning Meetings   |              |   |              |           | =                 |              |
| 5205 Natl Games-Business Expenses 5208 Tourn/Natl Games: Opening Ceremonies 5209 Tourn/Natl Games: Banners & Signs 5210 Tourn/Natl Games: Traffic Control 5211 Tourn/Natl Games: Entertainment 5212 Tourn/Natl Games: ID Cards 5213 Tourn/Natl Games: Insurance 5220 Tourn: Incentives, Trophies, Awards 5221 Tournament: Coaches 5222 Tournament: Referees 5222 Tournament: Water/Food 5223 Tournament: Water/Food 5224 Tournament: Water/Food 5225 Tournament: Concession Expenses 5226 Tournament: Medical Personnel 5227 Tournament Planning Meetings   |              |   |              |           | -                 |              |
| Tourn/Natl Games: Opening Ceremonies  Tourn/Natl Games: Banners & Signs  Tourn/Natl Games: Traffic Control  Tourn/Natl Games: Entertainment  Tourn/Natl Games: ID Cards  Tourn/Natl Games: Insurance  Tourn/Natl Games: Insurance  Tourn: Incentives, Trophies, Awards  Tournament: Coaches  Tournament: Referees  Tournament: Other  Tournament: Water/Food  Tournament: Water/Food  Tournament: Medical Personnel  Tournament Medical Personnel  Tournament Planning Meetings   |              |   |              |           | -                 |              |
| 5209 Tourn/Natl Games: Banners & Signs 5210 Tourn/Natl Games: Traffic Control 5211 Tourn/Natl Games: Entertainment 5212 Tourn/Natl Games: ID Cards 5213 Tourn/Natl Games: Insurance 5220 Tourn: Incentives, Trophies, Awards 5221 Tournament: Coaches 5222 Tournament: Referees 5223 Tournament: Other 5224 Tournament: Water/Food 5225 Tournament: Water/Food 5226 Tournament: Medical Personnel 5227 Tournament Planning Meetings   |              | 1   |              |           | -                 |              |
| 5210 Tourn/Natl Games: Traffic Control 5211 Tourn/Natl Games: Entertainment 5212 Tourn/Natl Games: ID Cards 5213 Tourn/Natl Games: Insurance 5220 Tourn: Incentives, Trophies, Awards 5221 Tournament: Coaches 5222 Tournament: Referees 5223 Tournament: Other 5224 Tournament: Water/Food 5225 Tournament: Water/Food 5226 Tournament: Medical Personnel 5227 Tournament Planning Meetings  |              |   |              |           | =                 |              |
| 5211         Tourn/Natl Games: Entertainment           5212         Tourn/Natl Games: ID Cards         550.00           5213         Tourn/Natl Games: Insurance         857.00           5220         Tourn: Incentives, Trophies, Awards         900.00         857.00           5221         Tournament: Coaches         333.00           5222         Tournament: Referees         333.00           5223         Tournament: Water/Food         5224           5224         Tournament: Water/Food         5225           5225         Tournament: Medical Personnel         5226           5227         Tournament Planning Meetings         5227  |              | _   |              |           | -                 |              |
| 5213         Tourn/Natl Games: Insurance         857.00           5220         Tourn: Incentives, Trophies, Awards         900.00           5221         Tournament: Coaches           5222         Tournament: Referees         333.00           5223         Tournament: Other           5224         Tournament: Water/Food           5225         Tournament: Concession Expenses           5226         Tournament: Medical Personnel           5227         Tournament Planning Meetings  |              |   |              |           | <del>-</del>      |              |
| 5220 Tourn: Incentives, Trophies, Awards 900.00  5221 Tournament: Coaches  5222 Tournament: Referees 333.00  5223 Tournament: Other  5224 Tournament: Water/Food  5225 Tournament: Concession Expenses  5226 Tournament: Medical Personnel  5227 Tournament Planning Meetings   | 5212         | Tourn/Natl Games: ID Cards                  | 550.00       |           | -                 |              |
| 5221 Tournament: Coaches 5222 Tournament: Referees 333.00 5223 Tournament: Other 5224 Tournament: Water/Food 5225 Tournament: Concession Expenses 5226 Tournament: Medical Personnel 5227 Tournament Planning Meetings  | 5213         | Tourn/Natl Games: Insurance                 |              |           | _                 |              |
| 5222 Tournament: Referees 333.00 5223 Tournament: Other 5224 Tournament: Water/Food 5225 Tournament: Concession Expenses 5226 Tournament: Medical Personnel 5227 Tournament Planning Meetings   | 5220         | Tourn: Incentives, Trophies, Awards         | 900.00       |           | -                 | 857.00       |
| 5223 Tournament: Other 5224 Tournament: Water/Food 5225 Tournament: Concession Expenses 5226 Tournament: Medical Personnel 5227 Tournament Planning Meetings  |              | Tournament: Coaches                         |              |           | -                 |              |
| 5224 Tournament: Water/Food 5225 Tournament: Concession Expenses 5226 Tournament: Medical Personnel 5227 Tournament Planning Meetings   |              |   |              |           | -                 | 333.00       |
| 5225 Tournament: Concession Expenses 5226 Tournament: Medical Personnel 5227 Tournament Planning Meetings   |              |   |              |           | -                 |              |
| 5226 Tournament: Medical Personnel 5227 Tournament Planning Meetings  |              |   |              |           | -                 |              |
| 5227 Tournament Planning Meetings   |              | _   |              |           | -                 |              |
|   |              |   |              |           | -                 |              |
| 11,230.00 11,230.00 11,230.00 11,230.00   |              |   | 11 250 00    |           | =                 | 11 250 00    |
|   | 3220         | Tournament vational Games. Entry Pees       | 11,230.00    | 2         | -                 | 11,230.00    |

| 5229<br>5235  | Tournament/Player Camp Expenses<br>Merchandise Expense      |  |  |
|---------------|---|--|--|
| 5239          | Cultural Exchange Expenses                                  |  |  |
| 5241          | Playoff Expenses  |  |  |
| 5255          | Ads/Newsletter/Yearbook/Pictures                            | 4,150.00   | 120.00   |
|               |   |  |  |
| Estimated     | l Expenditures:   | Budget   | Last Season<br>Actual  |
| 5261          | Fund-raising Expenses: Concessions                          | 8  |  |
| 5262          | Fund-raising: Other   |  |  |
| 5274          | Awards & Volunteer Recognition                              | 1,000.00   | 1,822.00   |
| 5275          | Donations   |  | <u> </u>   |
| 5431          | Clinic Training Expenses: Player                            |  | 100.00   |
| 5432          | Clinic Training Expenses: Coaches                           | 10,500.00  | 10,497.00  |
| 5433          | Clinic Training Expenses: Referees                          | 500.00   | 584.00   |
| 5434          | Clinic Training Expenses: Other                             | 455.00   |  |
| 5701          | Payments to AYSO: Inter-regional                            | 475.00   | 468.00   |
| 5702          | Payments to AYSO: NSTC                                      |  | <del></del>  |
| 5703          | Payments to AYSO: Registration Fees                         | 200.00   | 271.00   |
| 5704<br>5705  | Payments to AYSO: Supply Center Payments to AYSO: Sales Tax | 300.00   | 271.00   |
| 5710          | Payments to Affiliates                                      |  |  |
| 5715          | Payments to Referees (Playing Circuit)                      |  | <del></del>  |
| 5801          | Fixed Assets (over \$1,000)                                 |  |  |
| 7401          | Travel: Other   |  |  |
| 7430          | Conferences / Meetings                                      | 1,200.00   | 1,314.00   |
| 7431          | Section / NAGM  | 1,500.00   | 1,447.00   |
| 7435          | Travel Mileage  |  |  |
| 7515          | Phone / Internet / Website                                  | 200.00   | <u></u>  |
| 7535          | Postage   |  |  |
| 7540          | Freight paid for uniforms and equipment                     |  |  |
| 7625          | Office Supplies   | 500.00   | 650.00   |
| 7695          | Miscellaneous Supplies                                      |  |  |
| 8305          | Bank Fees   | 2.500.00   | 24.00  |
| 8375          | Volunteer Background Screening                              | 2,500.00   |  |
| 8595          | Other Expenses  | 2,700.00   | 2,682.00   |
|               | Contingency   |  |  |
|               | Total Estimated Expenditures (E):                           | \$ 62,201.00                                     | \$ 61,732.00   |
|               |   | <del></del>                                      |  |
| Estimated (   | Cash Increase (Decrease): (R-E)                             | \$ (15,173.00)                                   | Please comment if the cash reserve is less than  |
| Estimated F   | Bank Balance on June 30:                                    | \$ 16,247.00                                     | \$5 or more than \$12 per player:<br>\$ 2.39   |
| Estimated E   | Ending Cash Balance:  | \$ 1,074.00                                      |  |
|               |   |  |  |
| Comments:     |   |  |  |
| Treasurer's N | Name & Signature:   |  | Date:  |
|               |   |  |  |
| Executive M   | lember's Name & Signature:                                  |  | Date:  |
| DUE DAT       | TES:  | PLEA   | SE COMPLETE THIS SECTION:  |
|               | 30 days prior to end of fiscal year - June 1                |  | Registration fees  |
| Area dis      | cretionary account: July 1                                  | Players  | Fee  |
|               | discretionary account: July 1                               | 45   | $\frac{60 \times \$}{100 \times \$} \times \frac{\$}{100 \times \$} \times \frac{\$}{10$ |
|               | nent: 6 months prior to event<br>60 days prior to camp      | <u> </u>   | $-\frac{x}{x} = \frac{\$}{\$} - \frac{\$}{\$}$   |
|               | Exchange: 3 months prior to travel                          | <del>                                     </del> | x = \$ -<br>x = \$ -   |
|               | £   |  | Total \$ 21,528.00   |
|               |   |  |  |