

OUR MISSION

To Ensure the Hudson Valley is a Region Defined by Food Where Farming Thrives

OUR VALUES

Economic Prosperity · Human Health
Environmental Resilience and Conservation
Social Equity · Cultural Vibrancy



Dear Friends,

I believe the saying goes: the only constant in life is change. And with change comes lessons and previously hidden opportunities. As I think about how Glynwood as an organization navigated a year of such extraordinary circumstances, I find I am using three words most often: **rooted**, **resilient** and **ready**.

Over the past year, we witnessed the inability of a hyper-centralized food system to endure the pressures caused by the pandemic. The extent to which food insecurity plagues all our communities was laid bare as hunger relief organizations strove to serve so many in need. The murder of George Floyd brutally demonstrated the pervasiveness of racial injustice and demanded a reckoning for all sectors of our society, including the good food movement. It has been a year of disruption, awakening and deep learning.

To respond to those realities, Glynwood **rooted** more deeply in the things we do best: listening to the farmers and food system professionals we exist to serve; offering guidance and partnership once we understand what they need most. This enabled us to resource farmers in the height of the pandemic through and beyond today, when so much remains uncertain. The strong foundation



of our work also allowed us to deepen the incorporation of justice and equity into our programs, culture and governance. And that led us to innovate new programming: our Food Sovereignty Fund, which pays BIPOC, women and LGBTQ+ farmers to grow food for local food access projects and community members who need it the most—creating a regional jump in the amount of fresh, local and culturally important food that typically moves through hunger relief organizations.

This work demanded a type of **resilience** that can only come through forming authentic, strong relationships with our constituents, our communities and within our organization. Our supporters, folks like you, were asked to step up and help us dig deep. And you did. In the face of all this change and uncertainty, we were met with extraordinary generosity.

That act of faith by those who hold us accountable, coupled with the willingness of our program partners to persevere, has given me and all of us at Glynwood a tremendous boost of confidence and inspiration. There are huge challenges ahead: the continued struggle for equity within the food and farming system, the urgent need to address the climate crisis in the agricultural sector and the imperative to provide healthy food for all, not just for a few. These are big, complicated problems—but this past year has shown me one thing: we are **ready**. I hope you are, too.

Yours in Gratitude,

Kathleen Finlay President

Serving Food and Farming Professionals

Because of your support, we are able to develop and implement innovative and integrated projects that work together to create a regional food system built on health, resilience, reciprocity and equity. The work your donations supports covers four main initiatives:

Training farmers and supporting future farmers

Apprenticeships
Farm Business Incubator
Land Access
Workshops

Providing local food for every table

CSA is a SNAP Food Sovereignty Fund Glynwood's food donations



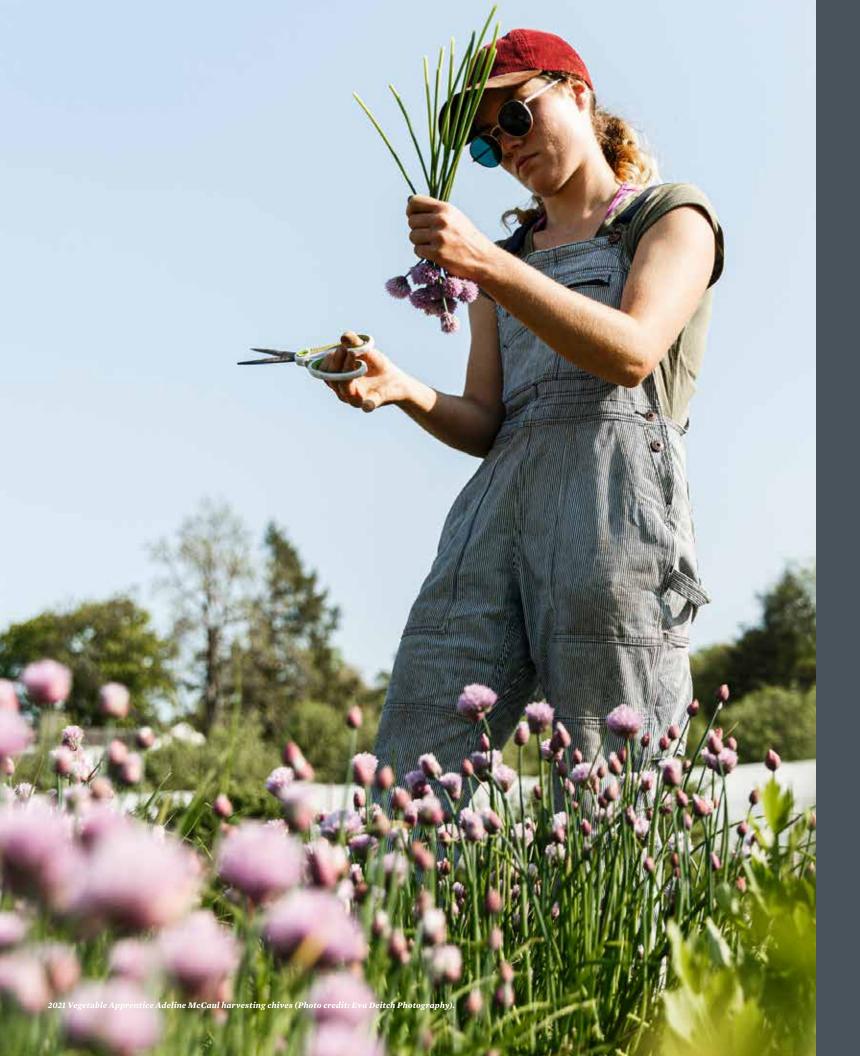
Educating stakeholders to advance regional food

Regional Food for Health Women in Food and Ag Culinary Professionals **Building producer coalitions**

Hudson Valley CSA Coalition Grains & Staples Livestock Producers Roundtable Cider Project

You can learn more about each of these initiatives and projects that are building a healthier, more resilient and more equitable regional food system at glynwood.org.





2020 by the numbers

163 small farm businesses supported

81,500

people directly fed by the farmers we support

66% of the 100+ farms

in our CSA Coalition reported selling out CSA shares



an increase of 50% over the year before

up from **41%** in 2019

14,670

acres of land in the

Local meat and vegetables providing over

100,000

meals distributed to people who (an estimated 12% Every Table initiative

\$67,500

paid by Glynwood to local farmers for food they produced

1,100

hours of technical assistance provided by Glynwood staff to the farmers we serve the multiplier effect of this support means we saved farmers thousands of hours of valuable time by being a trusted and dedicated "phone a friend"

Ideas Worth Investing In

Your support makes it possible for us to continue our core projects while giving us the resources we need to grow and expand our impact through new projects and collaborations. Here are just a few of the new ideas on the horizon.

Clockwise from top right: Glynwood's apprentices hosted apprentices from our partners at DIG Acres for a learning exchange, 2021; weeding the rice paddies at a volunteer day at Incubator participant Ever-Growing Family Farm, 2021; 2021 Vegetable Apprentice Andrea Mitchell works on building new farm infrastructure

Feeding the Future

Over the next four years, we will train **The Hudson Valley Hundred**: 100 management-ready farmers on viable businesses who will transform the face of farming in the Hudson Valley. This initiative will include launching a brand new regional apprenticeship program, continuing our support of entrepreneurs in the Farm Business Incubator, and investing in the leadership development of trainers, faculty and changemakers who represent the diversity of our region's farming communities.







PARTNERSHIPS MAKE ALL THE DIFFERENCE

Here at Glynwood, we depend on the robust and diverse patchwork of partners, changemakers and institutions who give our work meaning and extend our reach. While the majority of the 65 apprentices we've trained focus on rural agricultural systems, urban agriculture is playing an increasingly important role in food sovereignty. Beginning in 2021, through a partnership with Scenic Hudson, Poughkeepsie Farm Project and the Ecological Citizens Project, Glynwood's farmer training team will provide mentorship and technical assistance to a brand new urban community farm in Poughkeepsie: The Pershing Avenue Neighborhood Farm. This initiative will help us better understand how we can serve food efforts in the urban areas of our region.



Providing Local Food for Every Table

We aspire to expand the Food Sovereignty Fund rapidly in the years ahead as we seek to resource Food Sovereignty Hubs across the region. By investing in localized knowledge, expertise and infrastructure, we will scale up the amount of nutrient-dense, culturally appropriate food from local farms that is accessible, available and affordable for people in our region facing food insecurity. In 2021, we are increasing the size of the fund tenfold from its initial pilot year in 2020. For more information on the 17 farms being supported across the Hudson Valley this year, see pg. 12-13 "Food Sovereignty Grows Here."

Clockwise from top right: Glynwood's produce being distributed to clients of Philipstown Food Pantry (Photo credit: Amy Scott); CSA is a SNAP shares distribution in Peekskill, 2020.; Instagram post from 2020 Food Sovereignty Fund partner Second Chance Foods.







- **D**■ Liked by glynwoodorg and others

secondchancefoods While swiss chard will win every beauty contest, we made some other delicious food this week that's just not quite as photogenic! Thanks to @glynwoodorg's Food Sovereignty Fund we get to cook with some incredible meat from @chaseholmfarm. On this menu was sautéed swiss chard, Chicken Scarpariello (using @chaseholmfarm sausage), Garlicky Cuban Pork (@chaseholmfarm pork shoulder), roasted cauliflower. green tomato chutney (yummy with the pork!) and green tomato salsa. All this food is being distributed to out neighbors struggling with food security. With thanks to our food donors who contributed to this meal @hilltophanoverfarm @glynwoodorg @cceorangectyny (gleaning program) the gardens for @pisticcinyc and @traderjoes

November 4















Building Producer Coalitions

We are expanding the production sectors of our work by launching a new focus area: grains and staples. Bringing together stakeholders—from producers to bakers to eaters—we will work to continue to build markets for emerging crops, and will ensure that this sector prioritizes the adoption of climate resilient strategies.





GROWING THE GRAINSHED

To lead our new work in grains and staples, we welcomed June Russell as Director of Regional Food Programs in spring 2021. With June's arrival, we are bringing on board her wealth of experience developing innovative solutions to regional challenges and adding an important sector to our work promoting a Hudson Valley foodshed. During her 17-year tenure at GrowNYC, June was responsible for the introduction of close to 50 unique and distinctive grain and staple varieties to the Northeast and built the groundbreaking social enterprise brand, GrowNYC Grains.

We're not the only ones who are excited to welcome June to the team. Sharon Burns-Leader, COO and Co-Owner of Bread Alone bakery offered: "The fact that locally grown flour is available anywhere in the Northeast is directly due to a small group of people who shepherded the grain unceremoniously but with little wavering into the bowls of bakers, chefs and millers. June Russell is one of the first to have realized that an economic lever had to be pulled in order to create the demand needed to secure the supply... June's work has added value to the plates and pockets of all manners of people who want to eat better, feed more people and keep as much carbon in the soil as possible."





Educating Stakeholders to Advance Regional Food

In the coming year we will engage health care practitioners around the benefits of regional, regenerative agriculture to human health and wellness, specifically by exploring the development of a residency program at Glynwood through partnership with recognized leaders in health education.



INVESTING IN HEALTH

Our deeper dive into the intersection of our food system and our health system took an important step in late 2020 when Michelle Hughes (pictured left) joined our team as Associate Director of Regional Food.

Michelle holds a BS from Rutgers in Conservation
Ecology and Agroecology, and recently completed a
course in herbalism with 7Song at the Northeast School
of Botanical Medicine. In addition, Michelle brings to
Glynwood her passion for connecting diverse people
with varied experiences and expertise to create a more
just and resilient food system in the Hudson Valley.
Michelle has done everything from co-founding and codirecting Rolling Grocer 19 (an innovative food justice
project anchored by a full-line grocery store in Hudson,
NY) to helping 20 immigrant families establish
independent farm businesses on a combined 400 acres
through her Directorship at GrowNYC's FARMRoots
and New Farmer Development Programs.

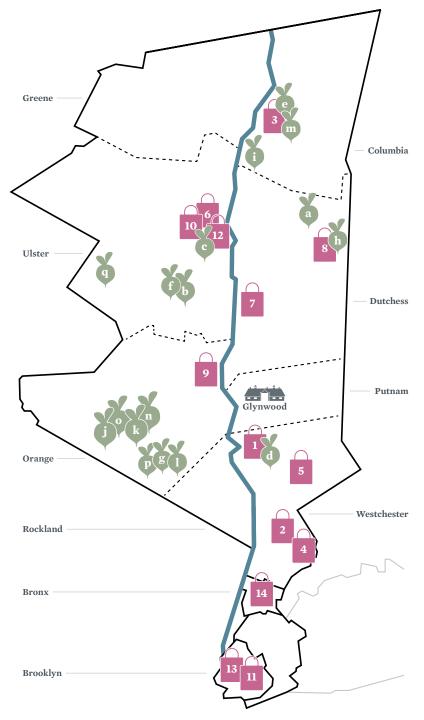


Food Sovereignty Grows Here

The Food Sovereignty Fund was launched in 2020 in response to the vulnerabilities of our regional food system, which were illuminated by the pandemic. The program pays small-scale local farmers to grow food for hunger relief in their communities and builds partnerships between farms and food access projects. Thanks to the generosity of over 400 individual supporters and through a new partnership with the Episcopal Charities of the Diocese of NY, Glynwood will be contracting \$150,000 worth of Food Sovereignty Fund contracts for the 2021 growing season.

The map to the right represents the farms and food access partners who will be served through these contracts in 2021. 100% of the farms receiving funding through this program in 2021 are led by farmers who identify as BIPOC, LGBTQ+ or women.

The 2021 Food Sovereignty Fund Community





2021 FOOD ACCESS PARTNERS

- 1 Fred's Pantry, Peekskill
- **2** Grace White Plains, White Plains
- 3 Hudson Youth Center, Hudson
- 4 Meals on Main, Port Chester
- 5 Mt. Kisco Interfaith Food Pantry, Mt. Kisco
- 6 Ulster Immigrant Defense Fund, Kingston
- 7 Dutchess Outreach, Poughkeepsie
- 8 North East Community Center, Millerton
- 9 Our Core, Newburgh
- 10 People's Place, Kingston
- 11 Mixteca Organización, Brooklyn
- 12 Kingston Emergency Food Collaborative, Kingston
- 13 Center for Family Life, Brooklyn
- 14 La Familia Verde, Bronx



2021 FARMS

- a Chaseholm Farm, Pine Plains
- **Farm Fresh Caribbean Growers**, New Paltz
- c Good Chi Farm, Kingston
- d Hemlock Hill Farm, Cortlandt
- e Letterbox Farm, Hudson
- f Phillies Bridge Farm Project, New Paltz
- g Rise & Root Farm, Chester
- h Rock Steady Farm, Millerton
- i Sweet Freedom Farm, Germantown
- j Angel Family Farm, Goshen
- k Fresh Radish Farm, Goshen
- 1 Huerta Family Farm, Chester
- m Katherine Chiu, Kingston
- n MimoMex Farm, Goshen
- o R&R Produce, Goshen
- p The Grandpa Farm, Chester
- **q** The Three Sisters Farm, Kerhonksen

13

The Food Sovereignty Fund is made possible through a partnership with The Episcopal Charities of the Diocese of NY, as well as thanks to the generous contributions of many individual and foundation supporters.

12

Stories of Impact

They will feed the future

So often, the farmers we set out to support end up giving back in unforeseen ways. This is the story of the evolution of one such partnership.

Rock Steady Farm started working with Glynwood as a participant in the Hudson Valley Farm Business Incubator in 2017. At that time, Glynwood Director of Farmer Training, Dave Llewellyn, provided them operational and technical assistance on topics such as long-term financial planning and soil fertility. As an early participant in the Incubator program, they gave great constructive feedback on their experience, which has helped us better serve other farmers. Since then, they have participated as presenters in intensive workshops for newer cohorts of Incubator farms, and they've become essential collaborators in our Regional Food Programs.

When members of the Hudson Valley CSA Coalition expressed to Glynwood a desire to help SNAP recipients better access and afford CSA shares, Rock Steady's highly successful subsidized share program served as a primary model. Inspired by their leadership, and responding to the need to support other farms' ability to fundraise for these types of programs, Glynwood committed to helping more farms adopt this model and CSA is a SNAP was born. Rock Steady continues to serve as a mentor farm through this project to this day, and has been engaged by Glynwood to lead trainings preparing farms to serve SNAP customers.

Most recently, Rock Steady was deeply involved in the formation of the Food Sovereignty Fund, convening the initial conversations in spring 2020 among local farms and community-based stakeholders who wanted desperately to support food justice in their communities, especially in light of the pandemic. Because of the trust and partnership we had built through their involvement with the Incubator and CSA is a SNAP, Rock Steady supported Glynwood in moving this work forward and helping expand it to a regional scale. Rock Steady farmers serve on the project's Accountability Council, act as technical assistance providers for other farmers contracted by the Food Sovereignty Fund, and are also recipients of the fund themselves (along with 16 additional farms).

Glynwood's relationship with Rock Steady is an example of how we are resourcing community-based power and on-the-ground expertise across our food system. From dealing with climate change to answering the call for social and racial justice to feeding their communities, the farmers we serve are often the ones setting the pace. Your donations make it possible for us to continue supporting them in their evolution and amplifying their leadership.





Community Supported Agriculture's moment of truth

Helping CSA farmers pivot to a new reality and emerging stronger than ever.

In the spring of 2020, as restaurants closed and global supply chains strained under the pressure of the pandemic, Hudson Valley farmers were forced to reconsider their crop plans and market channels. Consumers, too, had to adjust to a new norm. With fewer prepared meal options and more anxiety in every trip to the grocery store, families scrambled to find ways to get healthy, delicious food on the table in a way that felt safe.

A common response was to turn to Community Supported Agriculture (CSA): a low-contact, direct-to-consumer model in which people buy a pre-paid farm "membership" and receive farm-fresh produce, meat, dairy, or other products throughout the growing season. As more and more Hudson Valley farms dropped wholesale accounts and adopted CSA models last spring, the Hudson Valley CSA Coalition—a network of over 100 farms facilitated by Glynwood since 2016—sprang into action. Last year, a total of 20 new farms joined our Coalition website, enabling them to reach potential CSA members who can search for farms by ZIP code or share type. Our first-ever Virtual CSA Fair resulted in the sale of over \$15,000 worth of shares from 8 different farms. Our CSA is a SNAP program provided discounted weekly produce boxes from five different Coalition farms to close to 100 SNAP customers in the Hudson Valley and New York City. Finally, our weekly community calls made a space for farmers to share safety protocols, distribution methods, customer marketing techniques, and emotional support during an uncertain and isolating time.

The impact of this work is reaping dividends for the farmers your gifts support: over 60% of CSA Coalition farms reported selling out of CSA shares in 2020, up from 41% in 2019 and 30% in 2018. As CSA continues to grow in popularity, Glynwood remains committed to educating Hudson Valley consumers about CSA, promoting the wide range of share options available in our region, and building systems that make CSA accessible to as many people as possible.







What's in a Glass?

Understanding the legacy of cider so we can craft more inclusive and transparent narratives for the future.

When it comes to food and beverage, it is crucial to understand origins: only then can we tell a truthful, meaningful narrative of the food on our plate or the drink in our glass.

In the summer of 2020, Glynwood Senior Director of Regional Food Programs Megan Larmer and Glynwood Ambassador Stephen Satterfield sat down over Zoom to discuss the origins of American cider. Using race as their primary analytical lens, they both introduced broad frameworks—the insidious legacies of slavery and extractive labor in American culture and agriculture—while examining specific examples related to cider. Stephen shared his personal experience as a sommelier and the challenge to authority he, like so many Black food and beverage experts, faced on a daily basis. Megan unpacked the layered history of Hudson Valley apple Esopus Spitzenburg. Although the apple is best known for reputedly having been the preferred variety of Thomas Jefferson, both the fruit and its most famous eater have more complicated stories. The town of Esopus (where the apple was first discovered) is named after an Indigenous tribe of the Lenape people who were driven off of their land by settlers; what's more, Esopus was the birthplace of abolitionist and women's rights activist Sojourner Truth. Thomas Jefferson enjoyed drinking cider in addition to eating apples. It is believed that much of Jefferson's cider was grown and produced at his Monticello plantation by enslaved people, and that Jupiter Evans, an enslaved man given to Jefferson when he turned 21 years old, was the principal cider maker.

The origins of cider in America are riddled with injustice and uncelebrated expertise, both of which persist in the industry today. Megan and Stephen's rich conversation provided a launching point from which Glynwood and the New York Cider Association have continued to center racial justice in their work. Glynwood facilitated the formation of the NYCA social justice committee, which hosted a series of six seminars with Dr. J Jackson-Beckham, a leader in equity and diversity in the craft beverage industry, in spring 2021. Thanks to the support we receive through our partnership with Angry Orchard and Boston Beer—a partnership spanning over five years—we are able to continue learning and sharing about the origins of cider, including these stories in our cider narratives, and identifying actionable steps to make the New York cider industry a leader in equity, inclusivity, and justice.









You make all the difference

Thank you for your generous and thoughtful gifts to support the future of food in the Hudson Valley. Each and every donation helps train farmers and food professionals and promotes a more sustainable regional food system that is healthy, equitable and resilient. We are enormously grateful to the following supporters of Glynwood's work.

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Victoria & Jeff Wilson-Charles Penelope Perkins Wilson Suzanne Wilson Thomas & Anne Winner Michael Winnike Eric Wittenberg Naomi Wolfensohn

Dana C. Wolfson James & Frances Wood

Benjamin Yarmolinsky & Kay Murray

Mai Yee Marilyn Young Rafael & Dale Zaklad Adam Zeliger Nile & Linda Ziemba

Chris Zuehlsdorff & Anita Suchdeo

Corporate. Foundation & Government Supporters

Amalgamated Foundation American Farmland Trust American Online Giving Foundation

Anne Anastasi Charitable Foundation Ayco Charitable Foundation

Berkshire Taconic Community Foundation The Berner Family Bessemer Trust

Anahata Foundation

The Carrot Project & Third Sector New England, Inc.

The Christine & Rodman Patton Charitable Fund Clif Bar Family Foundation

Cogitandum

Community Compost Company, LLC Community Foundation of Louisville

Community Foundations Of The Hudson Valley Connecticut Business Systems

CookFox Architects, LLP

David & Eleanore Rukin Philanthropic Foundation Davines North America

DIG Restaurant Group

Dolly's LLC

Doris Duke Charitable Foundation Eleutherian Trust Company

Expanscience Laboratoires Fairshare CSA Coalition

Farm & Field Farm Credit East

Fidelity Charitable The Findlay Family Foundation

FJC - A Foundation of Philanthropic Funds

The Flood-Gamble Foundation

Flowerkraut

Frederic C. Rich Charitable Fund

Gary Saltz Foundation, Inc. Gaskins

The George Link Jr. Charitable Trust Gerald L. Lennard Foundation

GRACE Communications Foundation

The Hampton Foundation Henry L. Kimelman Family Foundation

Hudson Valley Farm Hub Jewish Communal Fund The J.M. Kaplan Fund JNR Health & Wellness Joshua R. Ginsberg Fund

Joyce & Irving Goldman Family Foundation

JP Morgan Chase Bank

JP Morgan Chase Foundation Employee Giving Program The Judah & Michele Kraushaar Family Fund

K & J Partners, LLC

Kate J. Solomon Family Foundation The Krupp Foundation Lavori Sterling Foundation Lostand Foundation, Inc.

The Lowry Rodriguez Family Trust Martha & Hunter Grubb Foundation

Mary Harriman Foundation Matriark Foods MdeAS Architects Metlife Foundation Mitten Rock Farm, LLC National Financial Services

National Philanthropic Trust Network for Good

The New York Community Trust Niman Ranch

NoVo Foundation

Nutrition Incentive Hub, Fair Food Network

Citizen Cider

Offit Capital

Orentreich Family Foundation The PCW Management Center, LLC Philipstown Garden Club, Inc. Pritchard Family Foundation

Rabe & Co.

USDA - BFRDP Vanguard Charitable

Ralph E. Ogden Foundation, Inc. Rise & Root Farm

Rockefeller Archive Center The Russell Berrie Foundation

The Sands Family Foundation, Inc. Schwab Charitable Scofield Auctions, Inc. Thalle Industries The Topfield Foundation, Inc. Touchstone Fund **UBS Financial Services** USDA - GusNIP

The Walbridge Fund, LTD

This list reflects contributions made to Glynwood from January 1, 2020 - May 31, 2021. We have taken great care in compiling this list. In the unfortunate event we have made an error or omission, please accept our sincere apologies and contact Suzy Konecky at 845.265.3338 ext 101 or skonecky@glynwood.org to have the error corrected.

REMEMBERING PENELOPE PERKINS WILSON

In November 2020, we lost one of our dearest and most important champions: Penny Perkins Wilson. Penny spent a good deal of her childhood at Glynwood when it was her family's home, and remained an active and incredibly thoughtful Board member since the family transitioned the property to become home to Glynwood, the nonprofit organization, in the late 1990s.

Her zest for all things good and her amazing generosity - manifest in her extraordinary lifelong philanthropy - will continue to inspire the entire Glynwood team on a personal level. More importantly, Penny's incredible spirit will forever be woven into Glywnood's land and the work she and her family have made possible. What a gift.





People of Glynwood

Kathleen Finlay, President

Mark Daisley, Vice President of Finance and Operations

Liz Corio, Vice President of Development and Outreach (moving on as of July 2021; Go, Liz! With all our love and support.)

Programs & Farm

Kate Anstreicher, Program Manager
Matthew Ball, Field Operator
Megan Fimbel, Livestock Hand
Leah Garrard, Assistant Manager, Vegetable Operation
Michelle Hughes, Associate Director of Regional Food
Megan Larmer, Senior Director of Regional Food
Matthew Ball, Field Operator
Dave Llewellyn, Director of Farmer Training
Jarret Nelson, Farm Manager, Vegetable Operation
June Russell, Director of Regional Food
Nicole Scott, Farm Manager, Livestock Operation
Trixie Wessel, Sales and Outreach Manager

Operations & Facility

Maria Bonsanti, Guest Relations Coordinator

David Cohen, Accountant

Carmela Frattellone, Director of HR and Administration

Chris Jennings, Site Assistant

Chris Jennings, Site Assistant

Brian Kissane, Site Assistant

Suzanna Konecky, Manager of Individual Giving and Stewardship

Mahley Latham, Director of Social Events

Sherrie Nachamkin, Bookkeeper

Ella Schweitzer, Hospitality Assistant

Michael Smith, Manager of Administration

Russ Terio, Site Manager

Neal Tomann, Director of Facilities

Board of Directors

Judith Mogul, Chair
Judah Kraushaar, Co-Vice Chair
Paul N. Watterson, Jr. Co-Vice Chair
Christopher Zuehlsdorff, Treasurer
G. Kirby Brown, Secretary

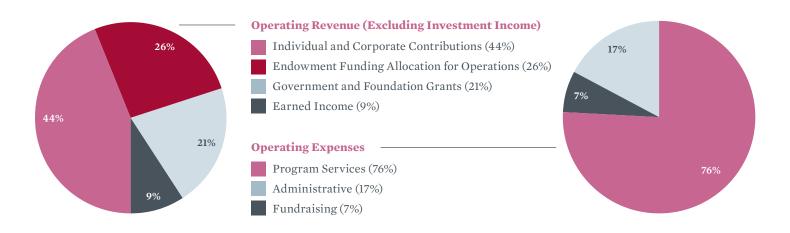
Scott Berrie • Sezelle Gereau, MD • Steven M. Haggerty • Friedrike Merck
D. Bryce O'Brien, II • Linda Quella • Alexander Reese • Jennifer P. Speers • J. Stirling Welch
Victoria Wilson-Charles • Anne Perkins Cabot, Director Emerita

Financials

Glynwood's Operating Revenue reflects a strong recovery in endowment income since last year's pandemic-related market downturn. Our commitment to regenerative agriculture and food insecurity resonated with donors during this period of economic and health instability, and their support enabled us to deliver on all our core programs. Generous development revenue was bolstered by two PPP loans, which further aided the retention of our workforce. Operating expenses were minimized to pay for essentials and the upkeep of the historic site on which we run our programs. A robust balance sheet leaves us well positioned to be more impactful in the coming years.

Consolidated Statement of Financial Position

Total Operating Expenses	\$ 3,661,882
Administrative	\$ 615,127
Program Services (including property)	\$ 2,797,702
Fundraising	\$ 249,053
Operating Expenses	
Total Operating Revenue	\$ 11,460,953
Investment and In-Kind Income	\$ 6,445,145
Earned Income	\$ 471,835
Government and Foundation Grants	\$ 1,067,161
Individual and Corporate Contributions	\$ 2,204,812
Endowment Funding Allocation for Operations	\$ 1,272,000
Operating Revenue	
Total Liabilities and Net Assets	\$ 32,626,497
Net Assets	\$ 31,874,383
Liabilities	\$ 752,114
Total Assets	\$ 32,626,498
Leasehold Improvements and Equipment (Net)	\$ 2,866,399
Other Current Assets	\$ 2,717,372
Investments and Endowment Funds	\$ 26,789,083
Cash and Cash Equivalents	\$ 253,644
Consolidated Statement of Financial Position	



22

