

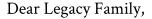
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Great Falls Clinic Legacy Foundation – Annual Report – 2022

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LETTER FROM LEADERSHIP



Whether you volunteered your time, donated a needed item, or made a monetary contribution to the Legacy Foundation during the year, we thank you!

It was a year for celebration. The Legacy Foundation marked its one-year anniversary of being opened and accepting guests on September 7th, 2022. As well, the Foundation partnered with several new organizations in 2022, as well as strengthened our relationships with long-time friends and supporters. We saw incredible results with numerous fundraising events throughout the year, while setting the bar even higher for next year's Leaving a Legacy Gala.

One of the main goals of the Legacy Foundation is to keep the Legacy House a financially sustainable facility. The Legacy Foundation spends approximately \$99 each day per room in keeping the 12-room facility safe, clean, and available for the next guest. After 17-months, the Legacy House continues to be self-sustaining. During 2022, donation revenues exceeded budget, with first-year expenses coming in almost flat to plan. All-in-all it was a good year for the Legacy House and one which allowed for the donation surplus to be applied to pay down a large portion of the facility's mortgage. This means that the Legacy Foundation may be able to pay off the construction loan sooner than the original 10-year contract.

Awareness of the Legacy House continues to grow with rural Montanans as the long-time need for temporary patient housing in Great Falls remains. During 2023 the Legacy Foundation will begin an awareness campaign to educate folks within the state more about the Legacy House. Spear-heading the campaign will be a 30-second TV, public service announcement ad spot with a focus of letting Montanans know that the Legacy House is here for them. With the use of strong testimonials from former Legacy House guests, the ad spot will make Montanans aware of the facility, while informing them of what they need to do to be able to stay there.

Last year, January 2022, the Foundation's mortgage was at \$1,440,000. Throughout 2022, when opportunity allowed, the Legacy Foundation applied additional funds to the facility's mortgage principal. Today, January 2023, exactly one-year later the Legacy Foundation's loan sits at a balance of \$927,000. With the Foundation continuing its contracted 10-year monthly mortgage payments, the facility will be completely paid for in five years, rather than the original 10. Granted, we still have a ways to go, but with your help we will continue to make those big strides needed to pay off the mortgage early. Every cent of your donation goes to support the mission of the Great Falls Clinic Legacy Foundation and to the 'Harold & Carmen Poulsen Legacy Housing' facility. Please help us raise the remainder of our goal by making a meaningful, tax-deductible gift supporting the Harold & Carmen Poulsen Legacy free housing facility.

Without our sponsors, donors and supporters, the Legacy House would still be a dream! It is because of you, that we are now celebrating our successes, with the biggest being the one-year anniversary of the 'Harold & Carmen Poulsen Legacy Housing' facility being opened.

We Thank You!

Executive Director

Foundation Coordinator

President

Vision

The Legacy Foundation brings hope and healing for rural Montanans. The Foundation and a generous community will take us to a new level of service in healthcare. The care and comfort of our patients and families are of the utmost importance to us and sustaining our patient housing facility is the top priority.

Mission

The Great Falls Clinic Legacy Foundation brings hope and healing to rural Montanans. The 'Harold & Carmen Poulsen Legacy Housing' facility provides safe, convenient, free temporary housing for patients and their families who travel to Great Falls for medical treatment.

Goals

The Foundation seeks to achieve our mission of hope and healing through funding approaches that result in:

- Providing affordable housing and travel options for patients and families in need
- Increasing the level of care for all patients
- Promoting patient health and wellness
- Expanding opportunities beyond just housing and travel assistance that will bring hope and healing to our community and rural Montana

Foundation Summary

The Great Falls Clinic Legacy Foundation is in Great Falls, the hub of North Central Montana and serves patients and their families traveling to Great Falls for medical treatment by providing free, temporary housing and other amenities and programs.





EXECUTIVE SUMMARY

A year in review

The Great Falls Clinic Legacy Foundation was blessed in many ways throughout 2022. There were 468 donors that donated \$675,690 to the Legacy Foundation's mission. From that number of supporters, 186 of them were new to the Legacy Foundation.

Highlighted is a snapshot of the Fundraisers, Grants, Payroll deductions, and the annual Leaving a Legacy Gala Fundraiser successes throughout the year. During 2022 there were 56 Great Falls Clinic employees who were enrolled in the Legacy Foundation payroll employee deduction plan. The total donated employee payroll participation amount was \$14,539. As well, of the 442 patients and families who stayed at the Legacy House through 2022, many paid their stay forward, by donating a total amount of \$18,430 back to the Foundation.



APRIL:

The Legacy Foundation received a Grant for \$1,000 from the *Cordingley Foundation* out of Helena, Montana.

MAY:

2022 was the first year that the Legacy Foundation participated in the state-wide fundraiser, #GIVEGREATFALLS. Not only did the Legacy Foundation secure the largest amount of donations from all nonprofits participating in the fundraiser, but the Legacy Foundation also ended the fundraiser with a total final donated amount of \$10,000.

BlueCross/BlueShield donated a \$5,000 Leaving a Legacy Gala Table Sponsorship Grant for 2022.

JUNE:

The Foundation's second annual Legacy House Yard Sale grossed \$2,200 over a 6-hour time frame. This was an increase of \$1,000 over the prior year's event.

M.J. Murdock Charitable Trust:

(Special "INVITE ONLY" Grant proposal geared towards Nonprofit Team Building & Development)

The Trust approved \$14,900 for the Legacy Foundation to enhance the 2022 Leaving a Legacy Gala in October.

The Great Falls Clinic Legacy
Foundation's Team Building Care &
Development Initiative Grant Project
was comprised of FIVE phases. The
Grant and the 2022 Leaving a Legacy
Gala were both named, "Bringing Rural
Montana Together!".

Phase 1: We invited 24(12-patients + 12-caregivers) who've previously stayed at the Legacy House to the 2022 Leaving a Legacy Gala. Their Gala tickets were at NO charge. We provided the 24-guests (12-couples) with one free night at a local hotel and a \$50 gas card to help with the transportation costs of getting to Great Falls for the evening's event.

-Four of these couples were also interviewed for the testimonial awareness ad that was created.

<u>Phase 2:</u> The Foundation also invited 12-Volunteers + 12-Significant others to the Great Falls Clinic Legacy Foundation's Gala at NO charge.

<u>Phase 3:</u> Also invited to the Gala at NO charge were 12-Great Falls Clinic Employees + 12-Significant others, who were enrolled in the Legacy Foundation Employee Payroll Deduction Program.

<u>Phase 4:</u> Each Gala table(8-person) at the rural themed event was given a rural Montana city name, i.e. Havre, with specific information pertaining to that town printed on the back of the sign.

Phase 5: The Legacy Foundation hired a professional videographer to record footage at the 2022 Leaving a Legacy Gala. The videographer also created a testimonial PSA commercial ad spot that will run in 2023.

The PSA ads will air in specific rural Montana areas in 2023 to educate and create more awareness of the Great Falls Clinic Legacy Foundation's mission and the 'Harold & Carmen Poulsen Legacy Housing' facility.



JULY:

The Legacy Foundation partnered with another new donor in 2022, the *Otto Bremer Charitable Trust*. The Foundation was awarded \$40,000 for the Legacy House's operational costs in 2022.

The Legacy Foundation received a federal ARPA Grant from Cascade County for donation losses the Foundation incurred during the Covid crisis of 2019 - 2021.

On June 3rd, 2022, the Legacy Foundation drafted and gave a presentation to the Cascade County Commissioners who were the agent representatives for approving the Cascade County federal ARPA Grant funds. The presentation outlined how the Foundation was hit hard during the pandemic and how donor funds decreased dramatically when compared to the year before and the year after Covid. The Cascade County Commissioners awarded a Grant to the Legacy Foundation for \$275,892. The proposal outlined the donation amounts the Foundation lost from existing and new donors during the Covid crisis period.

SEPTEMBER:

September 7th, 2022 was the one-year anniversary of the 'Harold & Carmen Poulsen Legacy Housing' facility opening its doors to Montanans.

OCTOBER:

October 14th was the third annual Leaving a Legacy Gala. The event secured a total donation amount of \$161,000.

Gala donations increased over prior year by 38% or \$43,000.

The record-breaking Gala also saw 100 more donors/supporters at the event than prior year.

The *Browning Kimball Foundation* partnered again with the Legacy Foundation by awarding a Grant of \$20,000 for facility operational expenses in 2022.

NOVEMBER:

Tough Enough To Wear Pink (Central Montana Chapter) became another partner with the Foundation at the end of November 2022. They provided us with a donation of \$3,000 worth of needed items from the Foundation's wish list. As well, they provided us with \$12,000 in gas cards, Albertson's gift cards, and Subway meal vouchers to be used for patients staying at the Legacy House and who originate from those counties the nonprofit serves. As seen in the picture, a total of \$15,000 was donated to the Legacy Foundation during the check presentation.

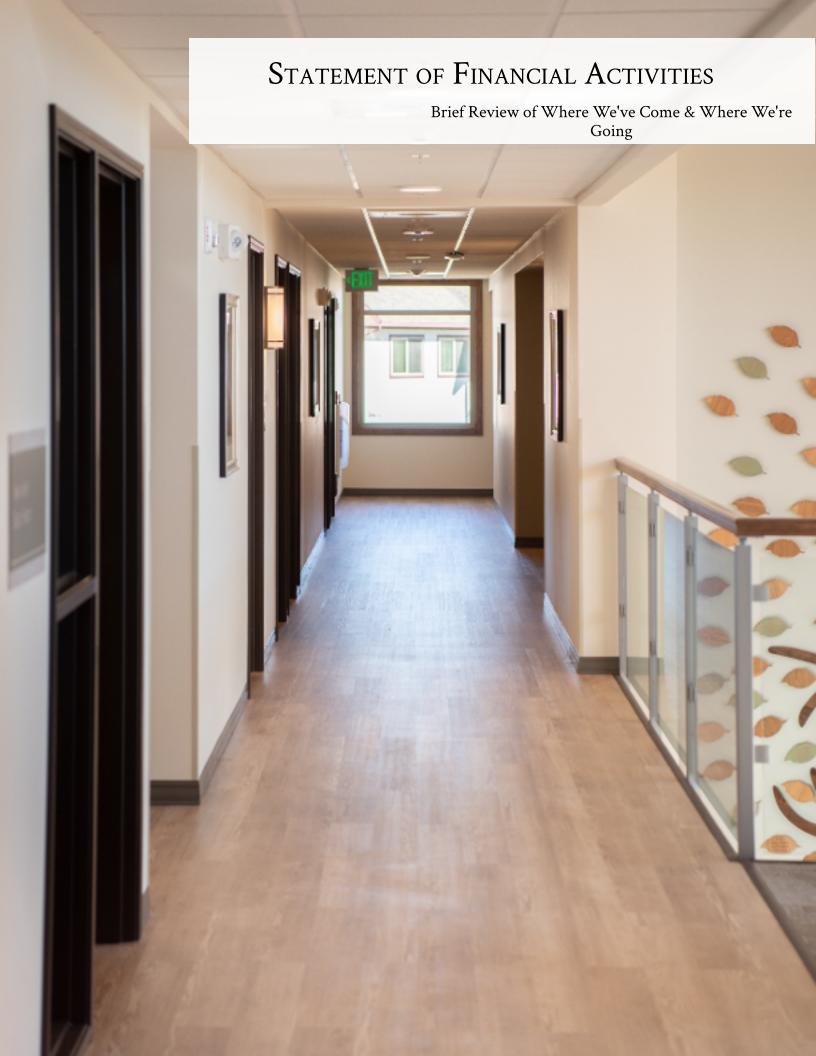
DECEMBER:

At the end of 2022, another new nonprofit partnered with the Foundation. The *Think Pink for the Girls Committee* began their partnership with the Foundation at the end of December 2022. *Think Pink for the Girls Committee* chose the Legacy Foundation as their sole benefactor of all the donations collected in their various fundraisers during 2022. They concluded the year with a donation to the Foundation of \$20,000, which is to be used for cancer patients staying at the Legacy House.





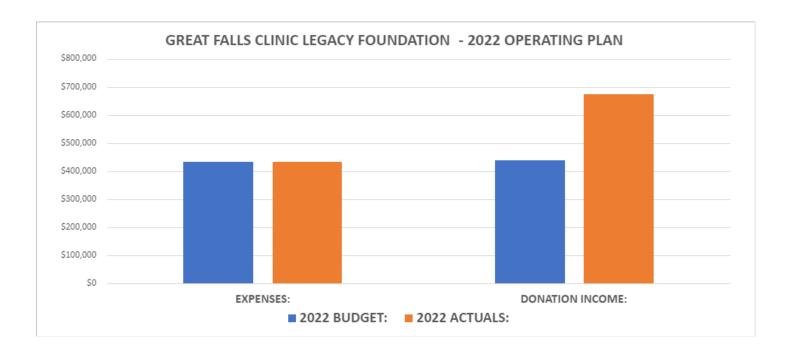




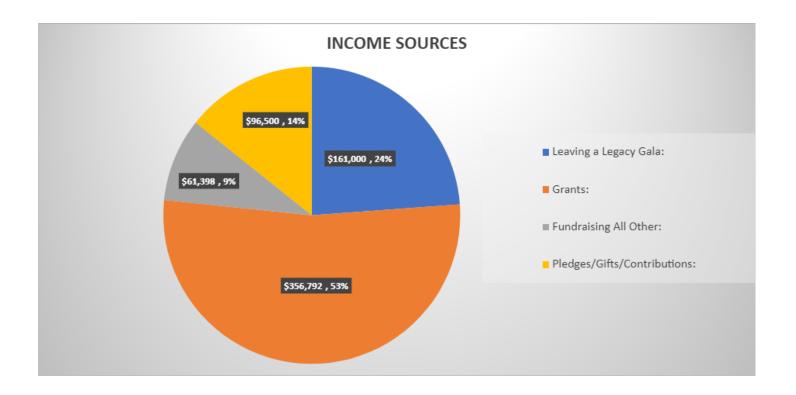
2022 Financial Activities

Analysis of Income and Expenditures

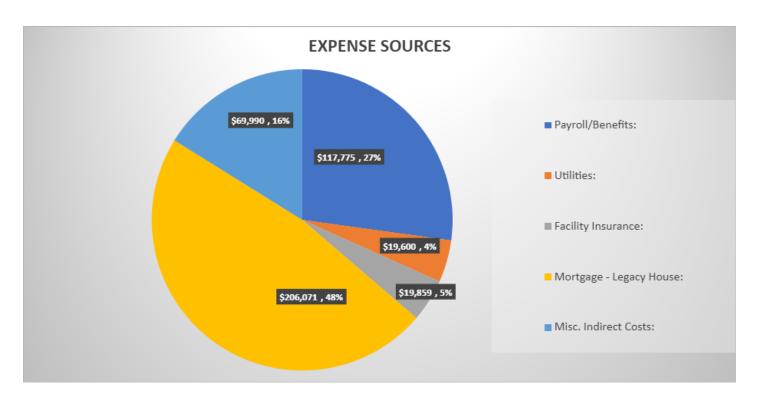
The Great Falls Clinic Legacy Foundation submits a budget plan to the board of directors each year for approval. The 2022 Legacy Foundation's Operating Plan includes projected donation income against forecasted expenses for the year. Projected income for 2022 was significantly higher than budgeted due to being awarded an ARPA Grant in the fall of 2022 for an amount of \$275k. The Foundation finished 2022 with total donation income at \$675k. The donation surplus in 2022 allowed the Foundation to paydown a portion of the construction mortgage loan principal by \$350k. The Foundation's plan is to continue the current 10-year, \$17k monthly mortgage payments, which will decrease the Foundation's construction loan from 10-years down to five. The Foundation's forecasted expenses for 2022 came in flat to the actuals. We were pleased with the expense projections for 2022, given that it was the first full year of the Legacy House being opened, with many of the expenses being assessed for the first time.



The Foundation saw record-breaking results from the 2022 Leaving a Legacy Gala. Gala donation income was up over prior year by 38% or \$43k. As well, an additional 100 donors/sponsors attended and participated in the event. For 2022, all categories of income sources were above the budget and prior year. The main contributor to the significant increase to the Foundation's total donation income was the ARPA Grant that was awarded to the Foundation in the amount of \$275k.



The Foundation's largest expense each month is the facility's mortgage loan at \$17k. As seen in the chart below, for 2022 almost half of the Foundation's total, actual expenses were applied to the 10-year mortgage. The Foundation employs two people, an Executive Director, and the Foundation Coordinator. These two individuals are responsible for keeping the facility safe, clean, and open for guests. The miscellaneous indirect costs noted below, include six hours for a professional cleaning service each week, monthly elevator maintenance, licenses/permits, housekeeping costs/supplies, fundraising expenses, office supplies, and so much more.



PATIENT IMPACT A Closer Look



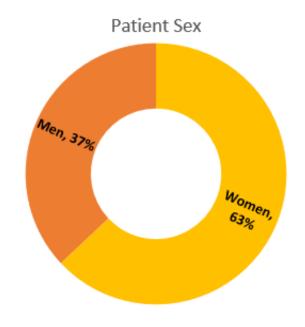
PATIENT STATISTICS

16 months of Data

In 16 months the Legacy House has had much to celebrate. With one official year around the sun (plus 4 months of 2021) we have amassed some surprising statistics.

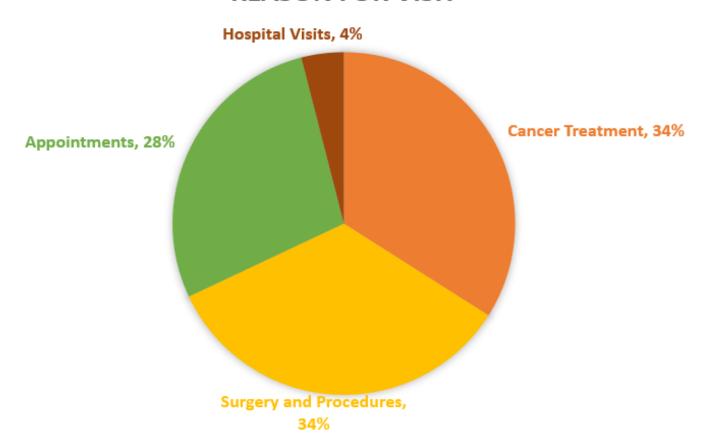
The average hotel cost in 2021 was \$125 (statista.com), compared to 2020 was an increase of over \$20.

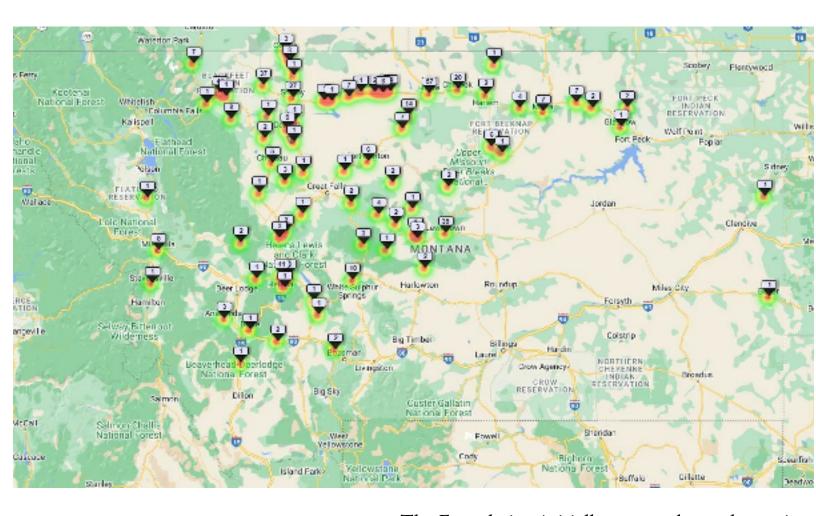
While 474 guest visits were completed in 16 months, those stays accounted for 1833 nights in the facility. This accounts for \$229,125 the Legacy House was able to save patients and their families.



Total Nights (used by patients and their guests):	1833
Average Hotel cost in 2021:	\$125
Total Cost Saved:	\$229,125

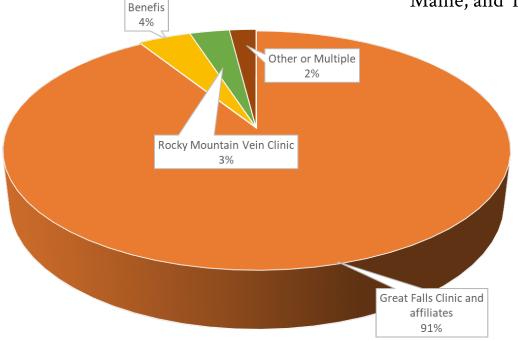
REASON FOR VISIT





Longest Stay:	54 Nights
Average Stay Length:	4 Nights
52% First Stays	48% Returning Stays

The Foundation initially expected to only receive patients from the "Golden Triangle" area of Montana. Instead, guests have traveled from all over the state. The above map shows where in Montana guests have come from, as well as the number of guests from each town. In total, guests have traveled from 75 different towns in Montana alone. Patients have also traveled from Idaho, Maine, and Texas, and out of the United States from Alberta!



Average Age of Patients:	64.6
Eldest Age:	89
Youngest Age:	<1

PATIENT DONATIONS

Financial and Physical Donations

Many aspects of a non-profit can be planned, forecasted, and estimated. What cannot be estimated is the generosity of patients, their families, and the communities in which they come from. In the 2022 calendar year, patients and guests donated not \$1,000, not \$5,000, not even \$10,000. Patients and their families donated a total of \$18,430 in monetary donations. We could not have foreseen that patients would donate so much to our cause, and it speaks volumes to how we have touched the lives of so many of our guests. Not only have they donated to help the Foundation financially, but they have also provided many household goods that continue to improve the quality of their stays.

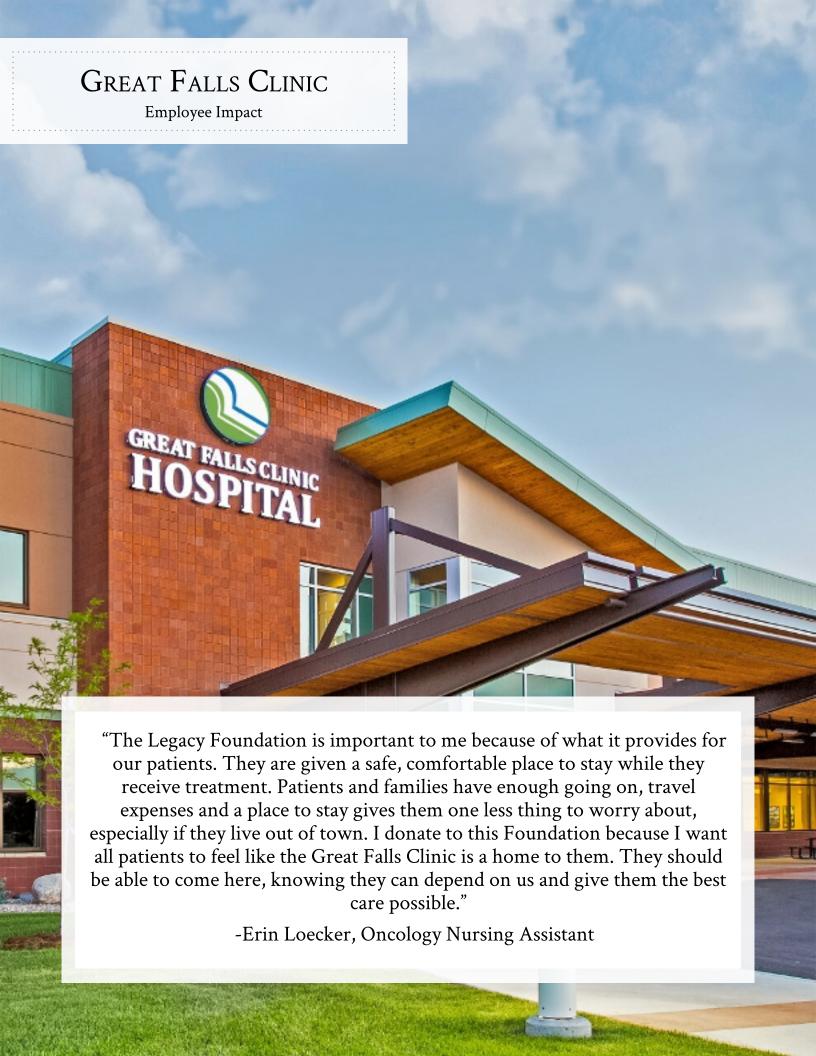
Guests and community members have purchased items not only for the rooms they stay in, but for many other rooms as well. Physical donations have included items like:

- Washcloths, hand towels, and bath towels
- Hand soap, dish soap, and air fresheners
- Travel size shampoos, conditioners, lotions, and body washes
- Hair dryers, travel toothbrushes, toothpaste, mouth wash, and face wash
- Kitchen supplies: oven mitts, potholders, Tupperware, pots and pans, silverware, and drying mats
- Cutting boards and scissors
- ► Trail mix, cookies, snacks, and dry goods



- Paper towels, toilet paper, laundry detergent, dryer sheets, and tissues
- Standing lamps and light bulbs, LED strip lights for counters, and nightlights
- ► TV antennas, puzzles, games, movies, and books
- Queen and king sheets, blankets, and so much more . . .





This year the Foundation was honored by 56 Great Falls Clinic employees who participated in the Legacy Foundation Payroll Deduction Program.

PAYROLL DEDUCTION

How Great Falls Clinic Employees participate

The Great Falls Clinic conceived and created the nonprofit, the Great Falls Clinic Legacy Foundation. Those ties continue to grow stronger each and every day. This year we were honored by 56 Great Falls Clinic employees who participated in the payroll deduction program. Payroll deduction is an automatic deduction applied each pay period. Employees of the Clinic can choose to donate any amount for any length of time they wish. Great Falls Clinic employee donations for 2022 amounted to over \$14,500. The Foundation could not be more grateful! Payroll deduction from 2022 was 8% higher than it was in 2021; in fact, the average donation was \$260 per employee!

"I am a breast cancer survivor and I remember coming to the clinic every day for 30+ days of treatment. I don't live in town but not that far away and worked in town, so every day after work I came here for treatment. If I had to travel farther than I did on a daily basis it would have been a tremendous strain on the financial side as well as the physical side (tired, worn out, exhausted). Offering housing to the patients that have ongoing treatment day-after-day - the payroll deduction seems to be a small price to help."

-Deborah Gruel, Medical Scheduler

"I do a payroll deduction to the Legacy Foundation as I know firsthand how much travel money, hotel stays, and meals can cost when you have to go out of town for treatment for either yourself or a family member. At the time you do what is needed to get your doctor appointments, your treatments, or your surgery. It is after the fact that you realize just how much money it costs and can very well put a financial burden on a family. The fact that we can give people a really nice place to stay, that is free and is right here at the complex and where they can do some cooking of their own meals in a wonderful and peaceful setting, is why I give to the Foundation. I have never had anyone tell me that they had a bad night at the Foundation Housing. They usually rave about how wonderful the room is, how quiet their stay was, and how thankful they are to have had to pay nothing for their stay."

-Mary McGivern, Patient Access Lead

Basket Competition

The start of an annual competition

In 2022 we wanted to celebrate, encourage, and foster our relationship with the Great Falls Clinic employees and departments. This was accomplished by holding our first annual basket competition during our annual gala. We were honored by 7 Great Falls Clinic departments: Oncology, Family Medicine, Kitchen, Information Technology, Supply Chain, In-Patient Hospital, and Administration. Between these 7 departments, their baskets raised a total of \$3,676! The Oncology department came in first place with their basket raising \$2,301!

g \$2,301! Oncology Supply Chain
Family Medicine In-Patient Hospital
Kitchen Administration
Information Technology

Not only does the winner receive bragging rights... We offered a lunch party and a small prize for the winner, and have started a tradition that will continue for many years. Each year the winning department will receive a traveling bronze trophy that symbolizes the relationship between our departments. The color bronze means strength, loyalty, support, and stability. All things we strive to uphold with our relationships. Along with the trophy is a plaque within the Legacy House that will have the winner noted for each year and a picture of the department. During its debut year, the Oncology department has staked its claim on the trophy and plaque. Jessie Harris, manager for Oncology, said she hopes to see a row of gleaming Oncology name plates. The call for competition has been made, better make sure to bring it next year Great Falls Clinic Departments!

Below: Winners of the basket competition, the Oncology Department





Above Picture: Oncology Basket

FUTURE OUTLOOK

2023 and Beyond

securing donations above \$10k

2023 Will Bring...

The Foundation will push to exceed its 2022 #GIVEGREATFALLS fundraiser by

The third annual Legacy House Yard Sale will look to increase its overall sales to \$3k

The fourth annual Leaving a Legacy Gala will have an exciting and fun theme to make

it another memorable evening. This year's Gala goal is \$200,000, which is 25% above		
the 2022 Gala secured donations.		
Possible Event – "A Night At the Legacy House" – Open House – in progress		
 Artwork sold at the event to benefit the Legacy House 		
 Upscale black-tie event, with hors d'oeuvres, wine to be served/catered 		
 Guests invited, announcements made socially, email & advertised. 		
Grant goal submission for the next 12-months is for 20-Grants:		
 Grants to help with 2023 operational costs. 		
 Grants to contribute to loan paydown and reduce to less than five years. 		
 Grants to help reduce Gala expenses. 		
 Grant to help the Foundation purchase 4-Queen beds, linens, nightstands 		
& lamps to increase the facility's family-stay capacity.		
Build on the Foundation's partnership with Tough Enough to Wear Pink Foundation.		
Build on the Foundation's partnership with Think Pink for the Girls Committee.		
The Foundation will be partnering with Hope Scarves:		
 Create a scarf building station at the Legacy House. Have guests & family 		
get involved in making scarves for the "Trade Scarf Program." Provide		
awareness of the program in all the facility's open spaces and rooms.		
In 2023, a Foundation goal is to develop a campaign to increase the number of Great		
Falls Clinic employees participating in the Legacy Foundation's employee payroll		
deduction program.		
2023 will be the year in which the Legacy Foundation starts an endowment that will		
someday be the sole operational funding for the Legacy House.		
The Legacy Foundation beginning in Q-2 of 2023, will run a 30-second PSA ad spot		
throughout Montana educating folks about the 'Harold & Carmen Poulsen Legacy		
Housing' facility.		
G) ·		

AND BEYOND ...

The Foundation will continue to build its donor base in 2023 and beyond by...

- Creating other innovative and entertaining fundraising events, which inspire and paint the mission of the Great Falls Clinic Legacy Foundation throughout Montana.
- Making sure each day we continue to provide a safe, clean, and free place for patients and their families to stay at when in Great Falls for medical treatment.
- Continuing to pay the current 10-year mortgage payment amount as was contracted 16-months ago, then the facility's construction mortgage debt would be paid off within five years, rather than 10.
- Continuing to search for other ways and means to reduce the mortgage burden even more, ideally to less than five years.

And finally, when the facility's 10-year mortgage is paid in full, the Foundation will then explore other paths to help Montanans navigate the complex terrain of medical care access and treatment.









2022 Donors and Supporters

Alison and Michael Himmelspach Allan and Tina Rabbitt Allison Tangen Amanda and Scott Cunningham Amanda and Sean Murray Ambrose Hansmann Amy Steinke Ann and Jack Davies Ann Schaffner **Anonymous Donors** Arleene Weppler Arlene Singer Arlo Baltz Armacost Trane Service Company Ashleigh Heichelbech Ashley Graham Audra Walley Barb and Greg Jergeson Barbara Birch Barbara Gregori Barbara Lankford Barbara Madman Becky Fink Benjamin Hofer Beth Duke Brian Bolton Blue Cross Blue Shield of

Bobbie Swingley Bobby and Nancy Maynard **Bradley Livingston** Brandon Baker Brayden Ginnaty Brenda Devries Brenda Peterson **Brent Satterfield** Brian Allison Bryan and Laurie Fox Bryce Thompson C.E. and Pearl Hansen Candace Buday Candace Zion Carl Vender Carmen Millet Carol and Steven Zentmire Carol Anderson Caroline Walter Cascade County Commissioners Cascade Electric Cassady Fowlkes Catfish Farms Inc Cathy Christianson Central Plumbing, Heating, Excavation Charlcie Woodruff

Chase Hibbard

Williams, P.C.

Church, Harris, Johnson &

Montana

Citizens Alliance Bank Coldwell Banker - The Falls Real Estate INC Colleen Hill Comfort Inn of Great Falls Connie Peck Cordingley Foundation Corey Jensen Cory and Bobbi Jo Ballard Cory Huber Craftmaster Cabinet Shop Credit Associates, Inc. DA Davidson Companies Daniel and Sarah Kleinschmidt Daniel Richards Daniel Wilder Danielle Kimmett Darrell and Betty Jo Chauvet **Dave Stevens** David and Beth Jerdon David and Jennifer Cantley David and Kathy Jenkins David and Linda Bergman David Berg and Sandi Finley David Engbrecht David Grubich David Phillips David Wipf Davide Flohr Deb Gruel

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Dennis Dietrich	Gayle Mauler	Jamie Barnes
Diane Mellem	General Distributing	Jamie Kerstetter
Diane Sandborgh	Company	Janice and Jeff Fauque
Diann K Stevens	George & Virginia Donnelly	Janice Donnelly
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Dick Anderson Construction,Inc.	Glacier Electric	Jeffrey Grazulis
Domenico Pizzonia	Cooperative	Jim Seiferth
Don and Cherie Johnson	Glenda Horner	Joe and Bev Mayernik
Donnie O'Neill	Glendale Hutterite Colony	Joe and Wilma Andrews
Doris Heavyrunner	Gordon and Linda Olinger	Joe Briggs
Douglas Wilson & Company	Graff Land Inc	Joe Horner
Dr. Benjamin and Renae	Grant and Doree Bebee	John J. & Thelma H. Zeller
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Dr. Jessica Kaae	Great Falls OB-GYN	Josh DeVos
Dr. Karl Guter & Dr. Colleen	Associates	Josh Oatman
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Erin Koch	Jackie and DannyWeist	Julius Scott
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Schnider	Mel Bawden	Paul Considine
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Mark Nash	Pamela and Harold`	Robert Kaul
MaryBren	Mann-Egginton	Robin Jankiewicz
Mary Broadbrooks	Pamela Graff	Robyne Phillips
		_

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Taylor Agricultural
Enterprises LLP
Teresa and David Van
Meter
Teresa Cornell
Teresa Deason
The Wendt Agency
Theressa Huff
Think Pink for The Girls
Thomas and Cynthia DesRosier
Tiffany Fuller
Tim and Jackie Cooke

Timothy and Alisa Peterson TJ Lashley Toby and Liz Werk Todd and Heidi LePard Todd Duffy Tom and Lisa Cordingley Toni DesRosier Toni Roope-Quick Tracie Peterson Trevor McGurran Trish Tothill United Way of Cascade County US Bank Vemco Vickie Keith Vincent and Myra Bakke Virgina and Terrence Sande Vision Net Voyagers Great Falls

Walter and Betty Arthur

Wendy Garner
William Henning
William Hofer
William Rathbun
Women of the Word
Wyman and Dee Taylor
Xavriera Goddard
Zach Swartz
Zachary and Kari Smith
Zoe Irvin

"As we express our gratitude, we must never forget that the highest appreciation is not to utter words but to live by them."

-John F. Kennedy

The Great Falls Clinic
Legacy Foundation
strives to bring hope and
healing to our patients
and guests, not just in
words, but by our actions.

Thank You!