



## Our Clients

Nancy and Rui Almeida, the first clients of the new Thompson and Steeles branch in Milton, Ontario, chose CIBC for their mortgage needs. The branch, open seven days a week, provides greater flexibility, access and choice for clients.

CIBC is committed to providing accessible, affordable banking, while protecting our clients and shareholders through strong governance practices. Being the leader in client relationships includes providing advisory solutions, and products and services that address the needs of our diverse clients.

### Providing accessible banking services

At CIBC we recognize that every client has unique financial needs. Through our wide range of products and with one of the largest distribution networks of the Canadian banks, CIBC offers customized solutions tailored to meet our clients' individual goals.

Clients want the convenience of banking when they want and where they want. They want to have choices. We offer financial services 24/7 through online banking, online brokerage, telephone banking and our ABM network, which is the second largest of the Canadian banks. This year we continued to enhance access with the installation of Chinese language capabilities on all of our more than 3,700 ABMs. Now clients can conduct their ABM banking in English, French and Chinese. CIBC also began the first phase of a multi-year plan to replace its ABM network with machines that consume less power while offering the latest technology, accessibility and security features.

CIBC's online banking provides clients with the option of banking from the comfort of their own home. For example, clients can view their account details, pay their bills and send and receive e-mail money transfers, all with a few clicks of their computer mouse.

To provide greater flexibility, access and choice to clients using our branch network, we focused on building, relocating and expanding branches, with 61 branch projects underway in 2008 and eight new

full-service locations opened during the year. We also extended our service hours, including announcing the introduction of Sunday banking at 45 locations, adding Saturday hours at 48 more of our branches and offering evening hours in many locations.

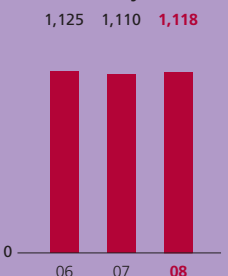
CIBC has 1,050 branches across Canada. We also serve clients through 81 CIBC Wood Gundy branches and 174 President's Choice Financial pavilions. In response to Canada's diverse population, CIBC serves clients in multiple languages in many branches, particularly in urban centres.

By making a simple call to CIBC Telephone Banking, clients can access information on most types of accounts by phone, including chequing, savings, mortgages, lines of credit, loans and investments. Clients who choose to utilize our award-winning Interactive Voice Response (IVR) system can be served in English, French, Cantonese and Mandarin.

### Serving clients with special needs

Creating a barrier-free environment for both our clients and employees is a priority at CIBC. In 2008, we completed a multi-year branch accessibility survey of our entire branch network to better understand our clients' accessibility needs. We are using this information to continue to make enhancements in our branches. For example, all of our new branches are fully accessible including parking, ABMs, vestibule access and counter height.

Access for All ABMs in Branches – 3 year trend



CIBC's Access for All ABMs are installed at wheelchair-accessible height and include headphone jacks for audio access; grab bars for mobility assistance; and brighter lighting.



As part of CIBC's strategic plan to build, relocate and expand over 70 branches across the country by 2011, 61 new branch projects were underway in 2008 with eight new locations opened during the year. These branches ensure a stronger presence where clients live, work and shop.





Since 2002, CIBC and its employees have contributed more than \$1.2 million to a Vancouver hot breakfast program. The program has provided approximately 75,000 breakfasts annually to elementary students in inner city schools. CIBC client Boston Pizza also donated proceeds from an annual golf tournament to this program. Every year, hundreds of children are invited to bring their caregivers to a special Mother's Day breakfast.

Our clients continue to benefit from CIBC's *Access for All* ABMs. Available at almost every branch, these ABMs offer features that are making banking easier for visually- and hearing-impaired clients, the elderly and persons with restricted mobility. We also offer statements in Braille and large print formats on request, and advanced speech recognition and teletype (TTY) technology through telephone banking. CIBC's websites are designed to make access as easy as possible for hearing-impaired and visually-impaired clients.

Through our mobile HLC Home Loans Canada mortgage sales force and our CIBC mortgage specialists, clients who have mobility restrictions or prefer the added convenience can get advice on their mortgage needs in the comfort of their home or office.

### **Aboriginal banking solutions**

CIBC recognizes the unique requirements of the Aboriginal communities we serve. Through our dedicated team of advisors, we provide comprehensive financial services to meet the personal and business needs of this community. These services are provided through our national network of

branches, including eight on-reserve locations.

This year, our advisors worked closely with Aboriginal communities to assist with the financial planning for residential school settlements. In addition to the financial services provided, CIBC continues to support Aboriginal Personal Planning, a program designed with the goal of creating financial self-sufficiency.

In 2008, we proudly contributed more than \$750,000 to organizations and programs that support Aboriginal communities across Canada.

### **Providing affordable banking solutions**

CIBC aims to provide a wide range of products and services, including lower-cost solutions like the CIBC Everyday chequing account, competitive mortgage rates and no annual fee credit cards.

This year, we enhanced the CIBC Enviro-Saver mortgage, which gives Canadians an opportunity to improve the energy efficiency of their homes, benefiting the environment and potentially generating a cost savings for clients by reducing their household utility bills.

CIBC clients can also access an affordable banking alternative through President's Choice Financial. PCF, which celebrated its 10th anniversary this year, offers clients a number of banking options including in-store pavilions, ABMs, online banking and telephone banking.

For clients looking to buy a home, CIBC mortgage specialists and President's Choice Financial representatives delivered free mortgage seminars across the country, offering tips on choosing the right mortgage and saving for a down payment.

### **Children, youth and students**

Getting your children comfortable with managing their money is important from a very early age. CIBC's SmartStart program offers clients 19 years of age and under free banking and valuable financial advice. The program is designed to teach kids and young adults important tips on how to manage their money and ways to save through our interactive SmartStart for Kids website.

This year, CIBC introduced enhancements to the CIBC Advantage for Students, offering students enrolled in a full-time post-secondary program free everyday banking, including free withdrawals at CIBC ABMs, no monthly fees and no limit on the number of monthly transactions. CIBC operates 1,400 ABMs within one or two kilometres of 180 colleges and universities across Canada, providing post-secondary clients with convenient access to their funds.

Students working towards a professional designation are able to take advantage of the CIBC Professional Edge program, which includes loans that can be used by students to assist with educational expenses such as tuition, books, equipment and living expenses.

### Seniors — The CIBC 60 Plus Advantage

The CIBC 60 Plus Advantage program offers clients 60 years of age and older special benefits, including free transactions and no monthly fee on the CIBC Everyday chequing account.

### Committed to small businesses

Small businesses are a vital part of the Canadian economy and the main engine of net job creation. This is why CIBC is committed to helping our small business and agriculture clients succeed in achieving their business and personal financial goals. We continue to offer cash back incentives to help small business and agriculture clients access credit, and this year introduced business management seminars for these clients in various markets across the country.

We have continued to build the capabilities and skills of our small business advisors through access to new education and resource tools in order to offer clients comprehensive and tailored financial solutions. In 2008, process improvements were made to enhance clients' access to capital through improvements to the credit applications process and to our lending guidelines for specific agriculture sectors.

CIBC also provides support to small businesses in Canada through our contributions in support of Advancing Canadian Entrepreneurship (ACE) Student Entrepreneur of the Year Award, the Canadian Women's Foundation, Canada's Outstanding Young Farmers' Program and Junior Achievement Conference. In addition, sponsorship of the CIBC Entrepreneurship 101 program offered through the MaRS Discovery District provides financial training assistance to young Canadian entrepreneurs.

### Respecting our clients

We are committed to treating our clients with respect, providing products and services in a professional manner and safeguarding our clients' personal information and privacy.

Our Service Commitment to You, available in branches and online, outlines our commitment to high-quality client service, fee transparency, privacy protection and confidentiality. The CIBC Code of

Conduct for employees and comprehensive ongoing training programs include a strong focus on maintaining our clients' privacy and confidentiality, as well as on detecting fraud and money laundering.

Resolving client complaints at the first point of contact continues to be a priority at CIBC. If a satisfactory resolution is not reached, the client is first referred to a trained Customer Care specialist, and then to the CIBC Ombudsman's office.

CIBC will continue to invest in enhanced programs, procedures and training to ensure we continue to fulfill our commitment to clients.

For information on branch openings and closings, ABM installations and removals, and listed affiliates' debt financing to firms in Canada, please refer to pages 170 to 172.



Through the CIBC Spirit of Leadership Community Award, CIBC Commercial Banking recognizes, sponsors and participates in non-profit and charitable initiatives of selected clients across Canada, donating \$50,000 annually. This year a team of Commercial Banking employees joined CIBC client and award recipient Gowling Lafleur Henderson LLP along with Habitat for Humanity Toronto to build affordable housing in Toronto.

## Our Clients – Branches and ABMs

### CIBC BRANCH OPENINGS – 2008

#### British Columbia

3836 - 4th Ave., Smithers  
1096 Homer St., Vancouver

#### Alberta

4916 - 130th Ave. SE, Unit 202, Calgary

#### Ontario

9641 Jane St., Maple  
1005 Maple Ave., Building Q, Milton  
10 Disera Dr., Suite 180, Thornhill

### CIBC BRANCH CLOSINGS – 2008<sup>(1)</sup>

#### British Columbia

1222 Main St., Smithers

#### Ontario

10037 Keele St., Maple  
1118 Centre St., Unit 1, Thornhill

### CIBC BRANCH RELOCATIONS – 2008

#### Alberta

5609 - 4th St. NW, Calgary –  
relocation to Thorncliffe Banking Centre

#### Ontario

366 North Front St., Belleville –  
relocation from Unit 3 to Unit 4

### OTHER CIBC CLOSINGS – 2008

#### British Columbia

1164 Main St., Smithers  
(High Value sales office)

#### Ontario

10048 Keele St., Maple (High Value sales office)  
400 Main St., Milton (High Value sales office)

### PRESIDENT'S CHOICE FINANCIAL PAVILION OPENINGS – 2008

#### Ontario

1755 Brimley Rd., Scarborough

### PRESIDENT'S CHOICE FINANCIAL PAVILION CLOSINGS AND STATUS CHANGES – 2008

#### British Columbia

1424 Island Hwy., Campbell River<sup>(2)</sup>  
32136 Lougheed Hwy., Mission<sup>(2)</sup>

#### Alberta

4700 - 130th Ave. SE, Unit 100, Calgary<sup>(2)</sup>  
7005 - 48th Ave., Camrose<sup>(2)</sup>  
12225 - 99th St., Grande Prairie<sup>(2)</sup>  
5031 - 44th St., Lloydminster<sup>(2)</sup>  
1792 Trans Canada Way SE, Medicine Hat<sup>(2)</sup>

#### Saskatchewan

30 Thatcher Dr. E., Moosejav<sup>(2)</sup>  
591 - 15th St. E., Prince Albert<sup>(2)</sup>  
411 Confederation Dr., Saskatoon<sup>(2)</sup>  
206 Broadway St. E., Yorkton<sup>(2)</sup>

#### Manitoba

920 Victoria Ave., Brandon<sup>(2)</sup>  
175 Cargill Rd., Winkler<sup>(2)</sup>  
1035 Gateway Rd., Winnipeg<sup>(2)</sup>  
550 Kenaston Blvd., Winnipeg<sup>(2)</sup>

#### Ontario

1893 Scugog St., Port Perry<sup>(3)</sup>  
1836 Regent St. S., Sudbury<sup>(3)</sup>

#### Prince Edward Island

535 Granville St., Summerside<sup>(3)</sup>

### ABM INSTALLATIONS – 2008

#### British Columbia

45800 Promontory Rd., Chilliwack  
3836 - 4th Ave., Smithers  
1096 Homer St., Vancouver  
4368 Main St., Whistler

#### Alberta

4916 - 130 Ave. SE, Calgary  
5609 - 4th St., Calgary  
7020 - 4th St. NW, Calgary  
8775 - 85th St., Fort Saskatchewan  
101 West Haven Blvd., Leduc  
235 Milligan Ave., Okotoks  
1 Spruce Village Way, Spruce Grove

#### Ontario

1521 Charleston Sideroad, Alton  
366 North Front St., Belleville  
12476 Highway 50, Bolton  
613 Evans St., Etobicoke  
10 Samnah Cres., Ingersoll  
1845 Adelaide St. N., London

9641 Jane St., Maple  
1005 Maple Ave., Milton  
5025 Creekbank Rd., Mississauga  
1330 Wilson Ave. N. Oshawa  
3775 Strandherd Dr., Ottawa  
1612 - 16th St., Owen Sound  
1174 Lansdowne St. W., Peterborough  
1740 Bayly St., Pickering  
9325 Yonge St., Richmond Hill  
1755 Brimley Rd., Scarborough  
400 Highbury Ave., St Thomas  
10 Disera Dr., Thornhill  
1500 Woodbine Ave., Toronto  
292 Kingston Rd., Toronto  
21 Innovation Dr., Vaughan  
504 Niagara St. N., Welland

#### Quebec

21275, rue Lakeshore, Sainte-Anne de Bellevue

#### Nova Scotia

8791 Warwick St., Digby

#### Newfoundland and Labrador

80 Airport Terminal Access Rd., St. John's

### ABM REMOVALS – 2008

#### British Columbia

1496 Ryan Rd., Lazo  
2220 Bowen Rd., Nanaimo  
1222 Main St., Smithers  
2405 Broadway East, Vancouver  
5658 Vedder Rd., Vedder Crossing

#### Alberta

1330 - 15th Ave. SW, Unit 2, Calgary

#### Manitoba

33 Allen Dyne Rd., Winnipeg  
515 Portage Ave., Winnipeg

#### Ontario

53 Arthur St., Essex  
95 Browns Line, Etobicoke  
1227 Barton St. E., Hamilton  
555 Princess St., Kingston  
635 Southdale Rd. E., London  
10037 Keele St., Maple  
8133 Warden Ave., Markham  
400 Main St., Milton  
5150 Spectrum Way, Mississauga  
515 Drewry Ave., North York  
1300 King St. E., Oshawa  
2950 Kennedy Rd., Scarborough  
1118 Centre St., Thornhill  
901 King St. W., Toronto

#### Quebec

3480, boul. Henri-Bourassa E., Montréal-Nord

In every decision to close a branch, CIBC carefully considers the interests of the community, our clients and employees. This includes:

- Informing the community at large, including clients, employees, community leaders, politicians and government officials, of the decision to close the branch. Notice is given and CIBC holds a community meeting to discuss the decision and to hear suggestions for helping the community to adjust.
- Assisting affected individual clients and groups, identifying their needs and the most appropriate branch in the market to serve them.

(1) A location that was included in 2007 under "Other CIBC Closings" (602 Main St. N., Moose Jaw, SK) was incorporated into CIBC's branch count during 2008 for internal purposes. As a result, the year-end F2008 CIBC branch count (as reported on page 17) is inclusive of the Moose Jaw closure.

(2) Status changed from Unstaffed Banking Centre to ABM only site.

(3) Status changed from Staffed Pavilion to ABM only site.

## Our Clients – Debt Financing to Firms in Canada

### CIBC AND ITS LISTED AFFILIATES DEBT FINANCING TO FIRMS IN CANADA

As at October 31, 2008

#### For authorization levels of: \$0 – \$24,999<sup>(1)</sup>

(\$ thousands, except for Client numbers)	Authorizations	Outstandings	Clients
British Columbia	\$ 80,724	\$ 24,197	11,191
Alberta	63,348	18,311	8,470
Saskatchewan	21,584	9,525	2,495
Manitoba	13,887	5,624	1,633
Ontario	264,670	84,449	34,777
Quebec	53,566	19,031	6,831
New Brunswick	6,863	2,642	810
Nova Scotia	11,913	5,275	1,537
Prince Edward Island	2,772	1,276	328
Newfoundland & Labrador	6,666	2,479	838
Northwest Territories, Nunavut and Yukon <sup>(2)</sup>	3,032	849	459
<b>Total Canada</b>	<b>\$ 529,025</b>	<b>\$ 173,658</b>	<b>69,369</b>

#### For authorization levels of: \$25,000 – \$99,999<sup>(1)</sup>

(\$ thousands, except for Client numbers)	Authorizations	Outstandings	Clients
British Columbia	\$ 352,958	\$ 168,765	6,815
Alberta	299,793	134,164	5,850
Saskatchewan	131,539	69,349	2,553
Manitoba	76,711	40,972	1,465
Ontario	1,309,018	685,498	24,671
Quebec	272,485	141,042	5,189
New Brunswick	34,655	18,500	683
Nova Scotia	65,590	36,448	1,271
Prince Edward Island	15,338	9,128	292
Newfoundland & Labrador	35,461	18,944	695
Northwest Territories, Nunavut and Yukon <sup>(2)</sup>	12,381	5,722	238
<b>Total Canada</b>	<b>\$ 2,605,929</b>	<b>\$ 1,328,532</b>	<b>49,722</b>

#### For authorization levels of: \$100,000 – \$249,999<sup>(1)</sup>

(\$ thousands, except for Client numbers)	Authorizations	Outstandings	Clients
British Columbia	\$ 279,908	\$ 133,768	2,102
Alberta	260,875	131,947	1,899
Saskatchewan	92,246	46,876	683
Manitoba	79,903	41,871	580
Ontario	1,084,212	519,080	8,270
Quebec	241,051	121,880	1,676
New Brunswick	24,779	13,237	170
Nova Scotia	41,099	21,698	276
Prince Edward Island	12,469	7,520	88
Newfoundland & Labrador	22,128	12,396	159
Northwest Territories, Nunavut and Yukon <sup>(2)</sup>	9,863	5,758	64
<b>Total Canada</b>	<b>\$ 2,148,533</b>	<b>\$ 1,056,031</b>	<b>15,967</b>

#### For authorization levels of: \$250,000 – \$499,999<sup>(1)</sup>

(\$ thousands, except for Client numbers)	Authorizations	Outstandings	Clients
British Columbia	\$ 227,928	\$ 150,972	536
Alberta	219,171	133,468	571
Saskatchewan	62,197	34,588	175
Manitoba	66,507	34,918	188
Ontario	657,701	410,698	1,537
Quebec	227,303	140,855	570
New Brunswick	24,626	15,613	55
Nova Scotia	34,389	22,829	73
Prince Edward Island	11,689	6,536	32
Newfoundland & Labrador	16,863	11,447	41
Northwest Territories, Nunavut and Yukon <sup>(2)</sup>	10,405	7,455	26
<b>Total Canada</b>	<b>\$ 1,558,779</b>	<b>\$ 969,379</b>	<b>3,804</b>

#### For authorization levels of: \$500,000 – \$999,999<sup>(1)</sup>

(\$ thousands, except for Client numbers)	Authorizations	Outstandings	Clients
British Columbia	\$ 326,425	\$ 230,737	357
Alberta	289,426	186,427	364
Saskatchewan	70,280	39,368	98
Manitoba	100,141	59,636	129
Ontario	1,066,241	694,246	1,103
Quebec	294,596	201,758	336
New Brunswick	24,964	16,354	27
Nova Scotia	56,610	38,671	47
Prince Edward Island	19,812	10,850	28
Newfoundland & Labrador	18,929	13,781	21
Northwest Territories, Nunavut and Yukon <sup>(2)</sup>	18,891	12,709	24
<b>Total Canada</b>	<b>\$ 2,286,315</b>	<b>\$ 1,504,537</b>	<b>2,534</b>

#### For authorization levels of: \$1,000,000 – \$4,999,999<sup>(1)</sup>

(\$ thousands, except for Client numbers)	Authorizations	Outstandings	Clients
British Columbia	\$ 1,330,416	\$ 954,178	397
Alberta	1,084,056	727,970	405
Saskatchewan	206,984	117,568	90
Manitoba	429,854	300,062	156
Ontario	4,444,496	3,120,502	1,218
Quebec	1,133,796	789,053	322
New Brunswick	143,942	108,990	34
Nova Scotia	210,080	158,398	63
Prince Edward Island	87,222	56,614	41
Newfoundland & Labrador	70,331	40,474	26
Northwest Territories, Nunavut and Yukon <sup>(2)</sup>	72,018	52,927	26
<b>Total Canada</b>	<b>\$ 9,213,195</b>	<b>\$ 6,426,736</b>	<b>2,778</b>

(1) CIBC implemented a data system change during 2008 which resulted in the consolidation of certain client positions and authorizations. This has contributed to a reduction in the reported number of clients and authorizations compared to previous years, particularly in authorization bands under \$500,000.

(2) Data for Northwest Territories, Nunavut and Yukon has been consolidated to protect privacy of individual borrowers who might otherwise be identifiable.



**For authorization levels of: \$5,000,000 and over<sup>(1)</sup>**

(\$ thousands, except for Client numbers)	Authorizations	Outstandings	Clients
British Columbia <sup>(2)</sup>	\$ 6,849,063	\$ 3,988,613	201
Alberta	15,665,420	6,432,694	235
Saskatchewan	1,523,847	540,141	27
Manitoba	2,646,036	1,103,784	50
Ontario	33,165,634	11,154,815	678
Quebec	7,188,918	3,504,976	185
New Brunswick	763,098	320,199	14
Nova Scotia	1,423,849	972,122	44
Prince Edward Island <sup>(3)</sup>			
Newfoundland & Labrador <sup>(3)</sup>	783,464	96,727	19
Northwest Territories, Nunavut and Yukon <sup>(2)</sup>			
<b>Total Canada</b>	<b>\$ 70,009,329</b>	<b>\$ 28,114,071</b>	<b>1,453</b>

**For all authorization bands<sup>(1)</sup>**

(\$ thousands, except for Client numbers)	Authorizations	Outstandings	Clients
British Columbia	\$ 9,447,422	\$ 5,651,230	21,599
Alberta	17,882,089	7,764,981	17,794
Saskatchewan	2,108,677	857,415	6,121
Manitoba	3,413,039	1,586,867	4,201
Ontario	41,991,972	16,669,288	72,254
Quebec	9,411,715	4,918,595	15,109
New Brunswick	1,022,927	495,535	1,793
Nova Scotia	1,843,530	1,255,441	3,311
Prince Edward Island	149,302	91,924	809
Newfoundland & Labrador	953,842	196,248	1,799
Northwest Territories, Nunavut and Yukon <sup>(4)</sup>	126,590	85,420	837
<b>Total Canada</b>	<b>\$ 88,351,105</b>	<b>\$ 39,572,944</b>	<b>145,627</b>

(1) CIBC implemented a data system change during 2008 which resulted in the consolidation of certain client positions and authorizations. This has contributed to a reduction in the reported number of clients and authorizations compared to previous years, particularly in authorization bands under \$500,000.

(2) Clients for Territories, Nunavut and Yukon have been added to British Columbia for the same dollar band and have been included in British Columbia totals to preserve confidentiality.

(3) Clients for Prince Edward Island have been added to Newfoundland & Labrador for the same dollar band and have been included in Newfoundland & Labrador totals to preserve confidentiality.

(4) Data for Northwest Territories, Nunavut and Yukon has been consolidated to protect privacy of individual borrowers who might otherwise be identifiable.

## Employment in Canada

CIBC is one of Canada's largest employers. In 2008, CIBC and its listed affiliates had approximately 38,700 full-time and part-time employees nationwide. The CIBC group of companies paid over \$2.5 billion in base salaries and benefits to our Canadian workforce in 2008.

In addition, we indirectly supported thousands of other jobs in many sectors, from janitorial services to high-tech consultants, through the purchase of outside goods and services. The total for 2008 was \$2.3 billion worldwide, of which the majority was spent in Canada.

### Full-time and part-time employees

As at October 31, 2008

#### CIBC and its listed affiliates

Province or Territory	Full-time employees	Part-time employees
British Columbia	3,198	822
Alberta	2,117	586
Saskatchewan	695	210
Manitoba	555	233
Ontario	22,256	2,634
Quebec	2,774	613
New Brunswick	571	90
Nova Scotia	798	153
Prince Edward Island	69	30
Newfoundland and Labrador	186	56
Northwest Territories	55	6
Nunavut	10	1
Yukon	33	14
<b>Total</b>	<b>33,317</b>	<b>5,448</b>

## Taxes in Canada

In 2008, the CIBC group of companies' tax expense (recovery) to all levels of government in Canada was \$(2.7 billion). This total consisted of \$(3.2 billion) in income tax recovery, \$107 million in capital taxes and \$369 million in payroll taxes (employer portion), business taxes, property taxes, GST and provincial sales taxes.

### Taxes – 2008

CIBC group of companies

\$ thousands	Income taxes	Capital taxes
<b>Federal government</b>	\$ (2,113,614)	\$ –
<b>Provincial and territorial governments</b>		
British Columbia	(132,898)	23,499
Alberta	(98,515)	–
Saskatchewan	(20,040)	6,608
Manitoba	(19,790)	7,959
Ontario	(680,761)	50,107
Quebec	(64,577)	7,851
New Brunswick	(11,192)	2,636
Nova Scotia	(20,760)	5,869
Prince Edward Island	(2,983)	1,028
Newfoundland and Labrador	(7,215)	1,689
Northwest Territories	(2,962)	–
Nunavut	(431)	–
Yukon	(1,328)	–
<b>Total</b>	<b>\$ (3,177,066)</b>	<b>\$ 107,246</b>