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Dear Members and Colleagues:

On behalf of the Governing Council of the Association for Pathology Informatics (API), I am pleased to provide the president’s letter for this year’s API Annual Report. The API was formed in 2000 and is dedicated to the specialty of Pathology Informatics. Its mission is to promote the field of Pathology Informatics as an academic and clinical subspecialty of Pathology and Laboratory Medicine and, through its efforts, further substantiate pathology’s relevance into the future as the most critical component for precision patient care.

This year represents our ninth year as a separately chartered and fully independent professional association. We continue to make considerable progress in advancing Pathology Informatics as a valued and respected subspecialty of Pathology. Some of the highlights of the last year are listed below and are mentioned in greater detail within the pages of this annual report.

- **Pathology Informatics Summit 2018**: The May 22-25, 2017 Pathology Informatics Summit was a resounding success for the organization and its members. With over 292 attendees, 25 exhibitors, the energy was high and the connections and interactions significant. There were 24 posters, 23 short abstract presentations, and 6 elevated platforms. Attendees could also claim 19 hours of CME and/or SAM credit. There were multiple in-depth workshops covering Foundational Topics in Pathology and Clinical Laboratory Informatics, HIMA Imaging Science, Bioinformatics and Molecular Pathology, Whole Slide Imaging, and Data Analytics. The Digital Pathology Association Companion Meeting covered Hot Topics in Digital Pathology, with themes on whole-slide imaging, image analysis, and implementation challenges. We like to thank Dr. Edward Klatt, Dr. Limin Yu, ASCP, General Data, CAP, and Abbott for providing funding for 15 travel awards.

- **API/Sunquest Educational Webinars**: We are grateful to Dr. Bruce Frieden for his vision and leadership in designing the API/Sunquest webinars for API members. This year was an active year. Following a July 6, 2016 session on the University of Pathology Informatics, September featured five additional sessions that explored EHR and IT issues, deploying analytic software, computational IT support, and leveraging informatics in the clinical laboratory. API then launched into the new 2017 year with four days on the challenges associated with pathology informatics in large health systems and how to enable precision medicine diagnostics and interoperability with IT.

- **Journal of Pathology Informatics**: JPI is in its seventh year and continues to publish important articles in the field of pathology informatics. This vehicle to disseminate our published work has become a major player in shaping our field. We are deeply indebted to the outstanding efforts of founding and current Editors-in-Chief Anil V. Parwani, MD, Ph.D and Liron Pantanowitz, MD for providing us with this peer-reviewed, open-access, PubMed-indexed resource. Manuscript submissions were evenly split between authors in the United States (51%) and internationally (49%), with a total of 96 issues submitted in 2016.
Teaching Program Memberships: The API Teaching Institutional Members continue to make significant contributions to both the success of API and to the success of the Pathology Informatics Summit. A significant number of institutional trainees attended various workshops along with many prominent and active pathology department faculty. We are committed to expanding the number of teaching institution programs as we move forward this year.

Presence of API in National Initiatives: The API was represented at numerous national conferences in 2016-2017. API-branded content was delivered at the annual American Society for Clinical Pathology (ASCP) meeting. API content was also presented at the annual College of American Pathologists (CAP) and the Association for Molecular Pathology (AMP) meetings. The API continued to participate as a Companion Society of the United States and Canadian Academy of Pathology (USCAP). API-branded content has also been delivered to the Pathology Visions meeting held by the Digital Pathology Association, as well as at the AACC University Pathology Informatics Boot Camp.

I want to recognize the efforts of the staff at API who have helped to move this organization in a positive direction. Nova Smith from the University of Pittsburgh has truly been the cornerstone of API operations, serving as the API Executive Director and Senior Course Manager, performing a wide variety of functions for the organization and ensuring that the leadership of API addresses salient issues. She is joined by Beth Gibson of the University of Michigan who serves as Assistant Course Manager, with additional roles in helping with membership and other organizational responsibilities. We also appreciate the Webmaster expertise of Rebecca Boes of the University of Pittsburgh. Barbara Karnbauer has also been in large part responsible for the continued success of the Pathology Informatics Summit. We also appreciate the efforts of John Hamilton, Jeff Sica, and Bob Killen for their audiovisual and technical support, as well as additional assistance from numerous other individuals who helped to make API as successful as it is today.

A special set of thanks is due to our active API members and Teaching Institutional and Non-profit members, including but not limited to members of the API Governing Council, who have dedicated so much time and effort to the advancement of this organization. I have greatly enjoyed my term as President of this wonderful organization and its members. Pathology Informatics is critically important for accurate, efficient, and improved patient care, and as such, it is the key to the future success of the discipline of Pathology and all of its subspecialties.

Sincerely,

John Gilbertson, MD
API President 2017
History and Mission

History: API was founded in 2000 by pathologists interested in defining Pathology Informatics (PI) as a clinical subspecialty within the medical discipline of Pathology. API was initially supported by the Department of Biomedical Informatics and the University of Pittsburgh School of Medicine until API became financially independent. The University of Michigan currently provides additional administrative support for API.

Mission: Promote the field of Pathology Informatics as an academic and a clinical subspecialty of Pathology and Laboratory Medicine and further substantiate pathology’s relevance into the future as the most critical component for precision patient care.

What is Pathology Informatics? Pathology Informatics recognizes the disruptive role of new technologies and strives to facilitate adoption of information-driven diagnostic tools that deliver better patient care and enhance our understanding of disease-related processes. Such new diagnostic technologies include whole slide imaging (WSI), next-generation sequencing (NGS), and emerging technologies like methylation assays and proteomics. Such technologies have resulted in what is commonly termed “big data” and require specialized techniques for implementation, management, and analytics. In addition, PI works to refine the data generated by diagnostic technologies currently used in clinical laboratories and from reporting performed from anatomic pathology laboratories. Through these efforts, PI positions itself as the data stewards for pathology, and having stewardship over critical diagnostic pathology data substantiates pathology’s relevance for enhancing patient care.

Goals:
- Advance Pathology Informatics through research, scientific meetings, and electronic and printed communications
- Provide educational activities that disseminate knowledge to a broad audience and support the practice of Pathology Informatics
- Support “democratization” of diagnostic pathology data by eliminating or integrating data silos that hinder multi-institutional sharing of data and impede better public health, patient care, and research
- Develop standards for the storage and exchange of data and mechanisms for reporting, transferring, and merging diagnostic data while maintaining the needed level of confidentiality and appropriate stewardship of the data
- Play an active role in legal, ethical, social, regulatory, and governmental issues related to Pathology Informatics
- Prepare Pathology for upcoming paradigm shifts in practice like primary digital sign-out and incorporation of artificial intelligence
- Define the technological barriers that current technologies have in accommodating the upcoming technological paradigm practice changes, using a systems-based approach
- Develop relationships with other professional societies and industry partners that share similar interests and goals and synergize efforts to achieving the above listed goals
- Continue our efforts to recruit women and minorities from the international pathology informatics community as API members, to serve on API committees and the JPI editorial board, and as invited speakers for our national meeting and educational workshops

Activities: Informaticians seek to continuously improve laboratory information technology/systems, enhance the value of laboratory test data, and develop computational algorithms and models aimed at deriving clinical value from new data sources. We offer a broad array of expertise in the primary informatics pillars of:
- Information fundamentals
- Information systems
- Workflow and process
- Governance and management
- We support clinical laboratory operations, enterprise informatics and IT initiatives, academic research, and education
Annual Summit (May 22-25, 2017)

With over 40 years of combined experience in the running of both the APIII and Lab Infotech Summit meetings, the current conference organizing committee deeply understands the field of Pathology Informatics and the contemporary issues in our specialty that demand coverage.

The conference is composed of a two-day pre-conference workshop segment, followed by the three-day meeting proper. The workshops are divided into five instructional segments (FDA – Whole Slide Imaging Workshop, API – Essential Topics in Pathology Informatics, API – Genetic "Code" 101: Translating Genetic Data into Manageable Bytes, HIMA – HIMA Imaging Science and International Imaging, and finally, DPA – Hot Topics in Digital Pathology) and two vendor sessions (Visiopharm – User Group Meeting USA, and Philips Healthcare – Clinical Deployment Strategies for Whole Slide Imaging). Over the meeting’s three days, there are several plenary sessions, all anchored by leaders in the field, who will be speaking on contemporary topics. In addition, the meeting continues its tradition of offering two parallel tracks of short lectures on topics in the fields of 1) Research Informatics and 2) Applied Pathology Informatics. Similarly, we continue our tradition of offering paper posters and short scientific oral presentations, with the best of the latter category being promoted to a third track of formal podium presentations.

This year’s Summit is fortuitously timed, as it comes on the heels of the monumental FDA announcement, which cleared the use of whole slide imaging for primary diagnosis. The meeting organizers anticipated this possible eventuality and have accordingly assembled an outstanding mini-track within the applied track, on this increasingly important topic, including presentation of original scientific content from the FDA, directly. In tandem with this development, Philips Healthcare will be providing a Wednesday workshop on clinical deployment strategies for Whole Slide Imaging in primary diagnosis settings.

There were 24 posters, 23 short abstract presentations, 6 were elevated to talks. Attendees could also claim 21.75 hours of CME/SAMS credit.

Special thanks to our Diamond Level Vendor: Philips Healthcare and our Platinum Level Vendors: Hamamatsu Corporation and Roche Diagnostics/Ventana Medical Systems, as well as our Gold Level Vendor: Motic Instruments and Sunquest Information Systems, Inc

<table>
<thead>
<tr>
<th>May 22</th>
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<tbody>
<tr>
<td>Essential Topics in Pathology Informatics</td>
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<tr>
<td>Genetic “Code” 101: Translating Genetic Data into Manageable Bytes</td>
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<tr>
<td>HIMA Imaging Science and International Imaging</td>
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<td>Digital Pathology Association Companion Meeting – Hot Topics in Digital Pathology</td>
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<tbody>
<tr>
<td>Contemporary Issues in Pathology Informatics</td>
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<tr>
<td>The Promise of Computational Imaging Use for Whole Slide Imaging</td>
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<tbody>
<tr>
<td>Contemporary Topics in Whole Slide Imaging</td>
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<tr>
<th>May 25</th>
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<tbody>
<tr>
<td>Orchestrating Data, Data Analytics and the Flow of Work Itself in the Clinical Lab: Bridging the Gap</td>
</tr>
</tbody>
</table>
Awards

Trainee Awardees

Shazia Akbar PhD  
Sunnybrook Research Institute

Richard Huang MD  
Icahn School of Medicine at Mount Sinai

Joseph Rudolf MD  
Massachusetts General Hospital

Sahr Syed MBBS  
University of Chicago

Akif Burak Tosun PhD  
University of Pittsburgh

Thomas Durant MD  
Yale-New Haven Hospital

Ashish Mishra MD  
Henry Ford Hospital

Wade Schulz MD, PhD  
Yale University

Kazuhiro Tabata MD, PhD  
Memorial Sloan Kettering Cancer Center

Ngoc Tran MD  
University of Oklahoma Health Sciences Center

Matthew Hanna MD  
University of Pittsburgh Medical Center

Pamela Villalobos MD  
University of Texas, MD Anderson Cancer Center

Buer Song MD, PhD  
University at Buffalo

Iman Tavassoly MD, PhD  
Icahn School of Medicine at Mount Sinai

Naohiro Uraoka MD  
University of Texas, MD Anderson Cancer Center

API Trainee Award Donors and Sponsors

Individual Donors

Edward Klatt, MD,  
Director, Biomedical Problems Program
Mercer University

Limin Yu, MD, MS  
Pathology Informatics Instructor
William Beaumont Hospital
Awards

API Lifetime Achievement Award

The API Lifetime Achievement Award (formerly called the “API Honorary Fellow Award”) was established by the API Governing Council in 2002. The Award recognizes individuals who have made significant contributions to the development of pathology informatics as a clinical and academic subspecialty of pathology. Nominations for the award are solicited from the API membership and the API Council selects the recipient. The 2010 and subsequent awards will be presented at Pathology Informatics conference. (Previous awards were presented at either APIII or LabInfoTech Summit.)

The Association for Pathology Informatics presented its Lifetime Achievement Award to John R. Gilbertson, MD at the 2017 Pathology Informatics Summit in Pittsburgh, PA. The presenter was Dr. Michael J. Becich.

Dr. John R. Gilbertson graduated from Duke University’s medical school and completed his residency at the University of Pittsburgh. After serving as Director of Pathology Informatics and Associate Chief for Informatics at Massachusetts General Hospital, Dr. Gilbertson moved to the University of Pittsburgh’s Department of Biomedical Informatics.

He is a founding member of API and served as Vice President in 2015, President in 2017, and multiple years on the Meeting Planning Committee and as a Course Co-Director. In addition to serving as a member of DICOM and HL7 working groups, he has also been an advisor to multiple industry groups such as Sunquest Information Systems, mTuitive, Inc., and Inspirata, Inc.

Early on, Dr. Gilbertson envisioned the rise of digital technology and its growing role in pathology through whole-slide imaging. Across multiple interviews, papers, and talks, he championed technological developments in image quality in tandem with improved diagnostic applications and enhanced standardization and validation practices. For Dr. Gilbertson, these advancements were key to empowering pathologists to better address patient needs by making their expertise more accessible to a broader global community through the sharing of whole-slide images.

Dr. Gilbertson’s dedication to, and well-regarded expertise, in the discipline emerged from decades of research on whole slide imaging, the development of hardware and software as Interscope Co-Founder and CTO, the study of standardization and validation of data, tissue banking, and computational pathology. Furthermore, recognizing the need to continue training subsequent generations, Dr. Gilbertson has been instrumental in advocating for improved and nationally recognized residency and fellowship training programs in pathology informatics in anticipation of these growing trends. We are grateful for his contributions and ongoing work and, thus, honor Dr. John R. Gilbertson with API’s 2017 Lifetime Achievement Award.
API/Sunquest Educational Webinars: This year was an active year. Following a July 6, 2016 session on the University of Pathology Informatics, September featured five additional sessions that explored EHR and IT issues, deploying analytic software, computational IT support, and leveraging informatics in the clinical laboratory. API then launched into the new 2017 year with four days on the challenges associated with pathology informatics in large health systems and how to enable precision medicine diagnostics and interoperability with IT.

<table>
<thead>
<tr>
<th>Date</th>
<th>Webinar Title</th>
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<tbody>
<tr>
<td>July 6, 2016</td>
<td>“The University of Pathology Informatics” Michael W. Riben, MD</td>
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<tr>
<td>September 19, 2016</td>
<td>“EHR and IT Issues in Genomic Driven Healthcare” Justin Starren, MD, PhD</td>
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<tr>
<td>September 27, 2016</td>
<td>“Pathology Informatics-A Key Element for Navigating through Healthcare Reform” Bruce A. Friedman, MD</td>
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<tr>
<td>September 28, 2016</td>
<td>“Deploying Analytic Software in your Lab for Management Support” Dennis Winsten</td>
</tr>
<tr>
<td>January 26, 2017</td>
<td>“Computational Pathology IT Support for Research in Pathology” Michael J. Becich, MD, PhD</td>
</tr>
<tr>
<td>February 16, 2017</td>
<td>“Leveraging Informatics in the Clinical Laboratory” Amand Dighe, MD, PhD and Jason Baron, MD</td>
</tr>
<tr>
<td>March 22, 2017</td>
<td>“Primary Diagnosis Using Digital Pathology - Are We There Yet?” Liron Pantanowitz, MD</td>
</tr>
<tr>
<td>May 11, 2017</td>
<td>“HIT from the Regulatory Point of View” Walter Hendricks, MD</td>
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**Clinical Informatics Medical Subspecialty:** Clinical Informatics (CI) is a board-certifiable subspecialty primarily housed in the American Board of Preventive Medicine and co-sponsored by the American Board of Pathology. Pathologists are the only candidates outside of Preventive Medicine who are allowed to register for the exam through their own specialty board. Currently, candidates can qualify for the exam by either completing an ACGME-accredited fellowship or through the Practice Pathway. Since the first exam administered in October 2013, 1,692 physicians from 24 specialties have become boarded, with pathologists comprising 107 (6.3%) of total CI diplomates. The year 2017 featured Cohort 5, consisting of 207 diplomates, 16 of whom were pathologists (representing 7.7% of 2017’s diplomates). Of note, 2022 will be the last year one can apply for the CI board exam through the Practice Pathway, barring an extension by the American Board of Medical Specialties.

**Other API Educational Programs:** The API was represented at a number of national conferences. API-branded content was delivered at the annual meetings of the College of American Pathologists (CAP) and the Association for Molecular Pathology (AMP). The API will continue to participate as a Companion Society of the United States and Canadian Academy of Pathology (USCAP) at their annual meeting. API-branded content has also been delivered to the Pathology Visions meeting held by the Digital Pathology Association. API will be presenting 19 hours of material at the ASCP Annual Meeting 2017.

Official representatives of the API have also been involved in a number of national initiatives, including, but not limited to the American Society for Clinical Pathology (ASCP), USCAP, and AMP. Select members also participate in multiple standards organizations such as Health Level 7 International (HL7) and Digital Imaging and Communications in Medicine (DICOM) as well as provide guidance on important national topics like the Food and Drug Administration certification of whole slide imaging, computational pathology and algorithm use. Many of our members also provide informatics talks at local, regional, national, and international specialty meetings such as the Companion Society Session, the ASCP Annual Meeting, Digital Pathology Association Annual Session, the American Association for Clinical Chemistry (AACC) Annual Meeting and AACC University Pathology Informatics Boot Camp, Healthcare Information and Management Systems Society, Inc. (HIMSS), and Society for Imaging Informatics in Medicine (SIIM).
The Journal of Pathology Informatics (JPI) is an open access, peer-reviewed journal dedicated to the advancement of pathology informatics. This is the official journal of the Association of Pathology Informatics (API). The first issue was published in March 2010. The Journal of Pathology Informatics (JPI) is now in its seventh year and JPI continues to grow. We continue to have high-quality pathology informatics articles being submitted. Dr. Liron Pantanowitz and Dr. Anil V. Parwani wish to thank the editorial board and the API for their continued support.

JPI aims to publish broadly about pathology informatics and freely disseminate all articles worldwide. All types of papers related to pathology informatics are published, including original research articles, technical notes, reviews, viewpoints, commentaries, editorials, book reviews, and correspondence to the editors. All submissions are subject to peer review by the editorial board and expert referees in appropriate specialties.

The journal is registered with the following abstracting partners: Baidu Scholar, CNKI (China National Knowledge Infrastructure), EBSCO Publishing’s Electronic Databases, Ex Libris – Primo Central, Google Scholar, Hinari, Infotrieve, National Science Library, ProQuest, TDNet, Wanfang Data. The journal is indexed with, or included in, the following: DOAJ, PubMed Central, SCOPUS.

Wolters Kluwer and Journal/Association are committed to meeting and upholding standards of ethical behavior at all stages of the publication process. We follow closely the industry associations, such as the Committee on Publication Ethics (COPE), International Committee of Medical Journal Editors (ICMJE) and World Association of Medical Editors (WAME), that set standards and provide guidelines for best practices in order to meet these requirements. For a summary of our specific policies regarding duplicate publication, conflicts of interest, patient consent, etc., please visit http://www.medknow.com/EthicalGuidelines.asp.

PUBMED Listed Articles:
https://www.jpathinformatics.org/browse.asp?date=0-0.

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Ann Arbor, Michigan, USA

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The Ohio State University
Columbus, Ohio, USA

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Association for Pathology Informatics
Pittsburgh, PA

The journal charges the following fee on acceptance:

Brief report, Case report, Images, Book reviews, Technical note: US $300
Original Article, Research article: US $400
Symposiums and Conference Proceedings - $40 per page
Invited Book Reviews: Free
Publication fees are for current members of the Association for Pathology Informatics (API): $100 US (unlimited per membership year)

JOIN API - Become a member today
2017
Publisher Report
Journal of Pathology Informatics
Manuscript Submissions

Journal of Pathology Informatics (JPI)

Country Wise Manuscript Submissions for 2016
Country Wise Visitors

<table>
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<tr>
<th>Country</th>
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1. United States  117,014  (40.30%)  70.88%  82,943  (38.71%)
2. India          30,012  (10.34%)  78.29%  23,495  (10.97%)
3. United Kingdom  16,252  (5.60%)  75.23%  12,226  (5.71%)
4. Canada         10,744  (3.70%)  71.94%  7,729   (3.61%)
5. Germany        7,716  (2.66%)  70.87%  5,468   (2.55%)
6. Australia      5,863  (2.02%)  79.69%  4,672   (2.18%)
7. France         5,386  (1.85%)  68.75%  3,703   (1.73%)
8. Japan          5,372  (1.85%)  64.87%  3,485   (1.63%)
9. Netherlands     4,264  (1.47%)  68.01%  2,900   (1.35%)
10. China         4,209  (1.45%)  80.38%  3,383   (1.58%)
Presence of API in National Initiatives: The Association for Pathology Informatics believes that pathology informatics is an integral part of the practice of Pathology in the 21st Century and therefore strongly supports informatics education for all pathology residents. This led us into a partnership with the Association of Pathology Chairs and the College of American Pathologists to create Pathology Informatics Essentials for Residents, or PIER. Please visit the PIER website for more information.

In further support for pathology informatics education, API has long provided pathology informatics “boot camps” on the first day of the Pathology Informatics Summit. Recordings of the presentations and the presentation slides have been reviewed and mapped to the PIER Essentials to assist pathology residency faculty in the delivery of pathology informatics knowledge to our residents.

Much has been accomplished since the last PIER update. After the initial launch in late 2014, we transitioned leadership from a working group of informatics experts to the PIER Leadership Committee made up of pathology residency program directors (representing the Association of Pathology Chairs) in addition to two informatics experts (representing the Association for Pathology Informatics and the College of American Pathologists). The committee is supported by staff from each association. The CAP also provides project management and instructional design resources to support the work of the committee. The PIER Leadership Committee is charged with carrying the curriculum forward and supporting its further adoption. We’ve spent the last several years growing the PIER Leadership Committee to include residents, collecting data from stakeholders to understand their needs, using feedback to make curriculum improvements resulting in 3 releases, researching and submitting for grant funding, collaborating with ASCP to 1) pilot test informatics questions for the RISE exam, 2) collect data from residents about their informatics training experiences, and 3) create a separate category for informatics on exam reports so that program directors can monitor resident performance. The committee also provided program director representation to the ACGME Milestones 2 Informatics Work Group.

As a reminder, PIER is a free curriculum and it can be found on the APC website at: www.apcprods.org/pier.
Abbott Informatics
Caliber Imaging & Diagnostics, Inc.
General Data Healthcare, Inc.
Genohm SLims
GenomOncology
Hamamatsu Corporation
Inspirata, Inc.
Leica Biosystems
Motic Instruments
OptraSCAN
Pathcore
Phillips Healthcare
Proscia
Psyche Systems Corporation
Roche Diagnostics/ Ventana Medical Systems
Sakura Finetek USA, Inc.
Sectra Pathology PACS
Visiopharm
Voicebrook, Inc.
Standard Molecular
Sunquest Information Systems, Inc.
ViewsIQ
Visiun, Inc.
Teaching Institutional Members

Since its inception in 2011, API’s Teaching Institutional Membership program has been very successful in attracting the ‘best-in-class’ academic institutions that have collectively demonstrated leadership in adopting and teaching information technology in the medical (and specifically pathology) specialties. API offers unlimited, free publication of all accepted articles in the Journal of Pathology Informatics to any faculty, resident, or fellow employed at an API Teaching Institution.

For a list of institutional members, please contact Nova Smith, API Executive Director (nova.smith@pathologyinformatics.org).

Membership Benefits

- Access to official API Listserv, materials, and broad member expertise
- Access to continually updated educational content and features for those without Pathology Informatics expertise and to help current and future Pathology Informatics faculty save time creating educational content by sanctioned reuse of member content. There are currently over 100 recorded lectures and PowerPoint slideshows available from past API meetings (PI Summit, Digital Pathology and AI workshop, etc.) on the API website for members to access and review for educational purposes.
- Access to training webinars, programs, and PIER content
- Discounted publication fees for the API’s Journal of Pathology Informatics
- Reduced registration rate for members at the Annual API Summit Meeting
- Networking connections
# Financial Report

<table>
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<tr>
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<th>API FY17 Revenue</th>
<th>API FY17 Expenses</th>
<th>API FY17 Net Revenue/(Loss)</th>
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<tr>
<td>API Membership</td>
<td>$26,337.31</td>
<td>API Membership &amp; Meeting Expenses</td>
<td>$204,886.08</td>
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<tr>
<td>Pathology Informatics Summit</td>
<td>$107,997.11</td>
<td>Staff Includes Taxes and Benefits (includes 1099 staff)</td>
<td>$20,594</td>
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<td>Journal of Pathology Informatics</td>
<td>$5,125.30</td>
<td>Journal of Pathology Informatics</td>
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<td>Other Revenue</td>
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<td>Other Expenses</td>
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<td><strong>Subtotal</strong></td>
<td><strong>$150,355.22</strong></td>
<td><strong>$263,842.41</strong></td>
<td><strong>($113,454.19)</strong></td>
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## STAFF

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