

# OPERATIONS UPDATE



International Federation of Red Cross and Red Crescent Societies  
Fédération internationale des Sociétés de la Croix-Rouge et du Croissant-Rouge  
Federación Internacional de Sociedades de la Cruz Roja y de la Media Luna Roja  
الاتحاد الدولي لجمعيات الصليب الأحمر والهلال الأحمر

**Appeal no. MDRCN002**

**14 August 2007**

**[Glide no:FL-2007--00097- CHN](#)**

## CHINA: FLOODS

*The Federation's mission is to improve the lives of vulnerable people by mobilizing the power of humanity. It is the world's largest humanitarian organization and its millions of volunteers are active in over 185 countries.*

### In Brief

**Operations Update no. 1; Period covered: 30 July to 14 August, 2007; Appeal target: CHF 9,462,000 (USD 7,692,683 or EUR 5,710,320); Appeal coverage<sup>1</sup>: 6 %; Outstanding needs: CHF 8,852,100 (USD 7,292,300 or EUR 5,404,000)**

*[Click here to go directly to the donor response list available online](#)*

#### Appeal history:

- **Launched on 30 July 2007 for CHF 9,462,000 (USD 7,692,683 or EUR 5,710,320) for 12 months to assist 400,000 beneficiaries.**
- **Disaster Relief Emergency Funds (DREF) allocated: 16 July 2007, for CHF 240,000 (USD 199,465 or EUR 146,468).**

#### Operational Summary:

Unusual weather has caused torrential rains, sweltering heat and drought throughout many regions of China. Flooding in the month of July accounts for more than half of the destruction and deaths brought about by natural disasters in China thus far in 2007. More than 120 million people are affected by floods alone this summer and five million have been left homeless, with more than 1000 reported dead or missing. Through the support from the Federation's mobilization of DREF and immediate donations from some Red Cross partners, the Red Cross Society of China (RCSC) has been responding rapidly by delivering rice, clothing and blankets, and water purification tablets to affected areas. Joint field visits and assessments led by the Federation and RCSC headquarters has



Ms. Zheng Donghui stands in front her collapsed house in Dexing village, of Sichuan province, where 42 houses have completely collapsed. RCSC

enabled a clearer understanding of the situation and a joint operational planning session on 10 August with all five provincial Red Cross branches (Anhui, Henan, Hubei, Sichuan and Chongqing) present, has ensured quality standards will be set forth as procurement and implementation of the objectives moves forward in the coming days and weeks ahead. While some funding has been pledged, more is urgently needed to provide support to local communities, especially in emergency rehabilitation of homes, risk reduction and mitigation.

<sup>1</sup> Although official donor response is at 6%, [click here](#) for a preliminary manual list of all in-kind and cash contributions which are yet to be reflected online. *<Annex 2>*

## Background

China's government claims abnormal weather conditions this season are causing severe floods, landslides and drought that are affecting much of China. The ministry of civil affairs states that natural disasters that have hit China already this year are far worse than last year and exceed annual averages. Already 280 million people have been affected, leaving 6.15 million homeless with the loss of 790,000 houses and damaging or destroying 32 million hectares. At least 1,279 lives have been taken due to disasters, and another 239 still remain missing.

Even more shocking has been the onslaught of disasters in the month of July alone, some of which have not been seen in recorded history. The flooding in July accounts for more than half of the year's total natural disaster statistics thus far. Estimated economic losses for July alone amount to around CNY 62 billion (CHF 9.8 billion), half of the CNY 110 billion (CHF 17.4 billion) accounted for total disasters. The rainy season which began in May, has for many months continued to bring devastation to various regions.

Up to 31 July, flooding and landslides caused by torrential rains in much of the country have affected some 120 million and caused the displacement of more than five million. More than 936 people have lost their lives, which accounts for nearly 75 percent of the total deaths from natural disasters thus far this year. The same ratio applies to the number of houses destroyed, with more than 608,000 houses destroyed due to this season's floods. The provinces of Anhui, Sichuan, Hubei and Henan and Chongqing municipality are among those most severely affected by floods this year. While at the same time, sweltering heat has caused further health concerns in the flood zones and other areas of China suffering serious drought. Some eight million people are short of drinking water.

Since the issuing of the emergency appeal on 30 July, torrential rains have continued in many provinces further adding to the death toll and personal and economic losses. In Sichuan province, downpours bringing up to 100 mm of rain at a time have swept away homes and individuals in more than 11 counties. Likewise, intense downpours in Hubei have forced the evacuation of more than 37,000 with waters rising again to dangerous levels. Fear of mudslides and mud-rock flows have caused evacuations in the northeast after 186 mm of rainfall fell in areas of Liaoning province. Further torrential rains are still expected in the coming days as tropical storm Pakuk moves across the area, affecting 1.2 million and destroying hundreds of homes.

In the south, another tropical storm, Wutip, has moved inland causing violent downpours in Guangdong province, with up to 739 mm of rain in 24 hours, the heaviest rainfall in 200 years. This comes after a bout of sweltering heat that plagued the south-east coastal areas. Other inland areas of the country, such as Shaanxi and Yunnan, have also been hit hard by torrential rains in the first weeks of August. More than 25 people have died in Shaanxi with 65 missing, and another 20 people dead in Yunnan following heavy rains that have affected hundreds of thousands.

### Impact: special focus on Sichuan

The impact is devastating for those who were caught in the floods. In Longcheng county of Sichuan province alone, Dexing village and all of the other 18 townships within Longchang County have been hit by horrendous downpours, in one case bringing over 457 mm of water within a 24 hour time period. Situated in the southern mountainous reaches of Sichuan province, rains such as these can bring about sudden landslides and flash flooding. Already 176 landslides have been reported in the surrounding villages and more than seven people have been killed, with three still missing. It is estimated that more than 80 percent of the population has been affected with 94,000 evacuated and over 10,000 still living in temporary tents, most of them farmers with an average income of USD 1 per day.

This area, like others in Sichuan have seen the worst flooding in years, some reporting the worst in over 80 years. Thus far, Sichuan is amongst the worst affected this year, with more than 73 million people affected, half a million evacuated and at least 163 lives lost, with 33 still missing.

As a first responder in disaster situations, as an auxiliary of the government, the Red Cross Society of China (RCSC) has been distributing relief items and assessing the situation in the hard hit areas. The local RCSC branch and the local government met the most immediate needs of the affected population in Longcheng by bringing food, water and clothing on 2 August. Red Cross representatives, including the East Asia regional disaster

management delegate delivered 60 MT of rice, 5,000 blankets and 100 boxes of water purification tablets to targeted poor villagers while also conducting a rapid assessment in the area for further aid considerations including emergency house repair. *(See Annex 1 for the full distribution list in all three provinces.)*

A 15 kg bag of rice, blankets and clean drinking water are a great relief to these villagers but their greatest concern is how they will rebuild their homes and their lives – restoring hope of some return to normal life. They recognize that while all they own was swept away in mere moments, it will take years or a lifetime to rebuild and recover from the loss.

### Needs: emergency rehabilitation of homes

The average home here costs up to CNY 30,000 (CHF 4,752 CHF) to rebuild, not to mention the cost of recovering daily items such as cooking equipment and basic clothing. Considering their meager income of less than CNY 3,000 (CHF 475) a year even including the government's commitment to provide CNY 3,000 towards the rebuilding of each collapsed house, residents here are questioning how they will ever return to a home of their own. "There is a great need to support these people affected by the floods," said Mr. Fan Meifang, head of the Longchang County Red Cross branch.

In addition to the 127,400 houses that have been destroyed, it is reported that more than 188,800 livestock were lost along with more than four million hectares affected, devastating some 257,000 hectares. It is estimated that direct economic losses have reached CNY 13 billion (CHF 2 billion) in Sichuan alone, which accounts for a quarter of the economic losses nationwide thus far. Moreover, as is true in most flood-affected regions of China, at least 50 percent of the loss can be attributed to the agricultural sectors. This means vulnerable populations are facing a long and difficult challenge ahead as they look to rebuild and re-establish their livelihoods after some of the worst flooding they've seen in their lifetime.

### Operational developments

The RCSC has launched a national appeal and raised CNY 17.5 million (CHF 2.7 million) to assist branches in meeting the needs at local levels. Preliminary funding has already been received from Red Cross partners for initial distribution and rapid assessments. Much more is still needed.

On 16 July, disaster relief emergency funds (DREF) of CHF 240,000 was allocated for the immediate procurement of 200 MT of rice (over 13,000 beneficiaries) and 15,000 blankets for affected persons in three provinces hardest hit, Sichuan, Hubei and Anhui. The distribution has been completed and RCSC branches continue to seek local and national funding to provide for the ongoing needs of those affected by the floods.

On 30 July, the Federation launched an emergency appeal in order to provide emergency relief to more than 400,000 beneficiaries and reconstruct the housing for 2,000 families. Furthermore, the plan calls for long-term disaster risk management and flood mitigation needs through the implementation of a China model community based disaster preparedness programme that has recently been developed through the joint efforts of RCSC, the Federation and other implementing partners, such as Hong Kong Red Cross Branch.

On 10 August, the Federation's regional disaster management delegate and regional financial manager met with representatives of the five provinces, including financial and project managers, to be updated on the current situation, produce a joint plan of action, and review operational/financial procedures.



Ms. Jiang Suxian, who lost her house and farmland in the Dexing floods, received rice and blankets from the Red Cross through the Federations Disaster Relief Fund. RCSC

## Red Cross and Red Crescent action - objectives, progress, impact

### Emergency relief (food and basic non-food items)

**Objective 1: 50,000 of the most affected families (400,000 people) in Anhui, Henan, Hubei, Sichuan, and Chongqing have received 6,000 MT rice (15kg per person/one time distribution), 45,000 quilts and 3000 boxes of water purification tablets.**

#### Progress/Achievements:

Procurement and distribution plans are in motion to provide 200 MT rice for each of the five provinces for an initial total of 1,000 MT. One 15 kg bag of rice will be provided per person, which is enough for one month's usage.

As the autumn months approach, quilts will also be procured as the evenings will be considerably cooler for those affected and living in temporary shelters. It was decided that each selected family will receive two quilts. The Danish Red Cross has pledged 16,000 quilts through an in-kind donation and the German Red Cross has pledged support for the procurement of 24,000 quilts for Hubei province.



The regional disaster management delegate for East Asia, listens to Ms. Jiang Suxian of Dexing village in Sichuan explain her current predicament and needs. RCSC

During the meeting on 10 August, revised operation procedures clarified criteria for distribution of these goods. That includes distributing relief items to the most vulnerable:

1. Those who have lost their homes
2. Those who have lost their farmland
3. Those who have severely damaged homes, are disabled or otherwise deemed left particularly vulnerable by the disaster

#### Impact:

As procurement and distribution is ongoing, the impact of this initial distribution is estimated to reach more than 60,000 beneficiaries. The needs for quilts have been fully covered through contributions to the appeal.

### Emergency rehabilitation: reconstruction of homes

**Objective 2: 2,000 most vulnerable displaced and poor families living in severely flood-affected villages are assisted in the rebuilding of their homes through co-funding with to the local government.**

#### Progress/Achievements:

At the 10 August planning meeting between RCSC and the Federation, the criteria for selecting villages and families to be recipients of the reconstruction project were determined. Each province will identify one- two areas of greatest concern, followed by a joint assessment in the field done by RCSC and the Federation disaster management delegate.

The Federation will engage in areas where the local government identifies as safe within the affected village, and move people not too far from their homes, mainly due to the farmland being in that area. Criteria for the selection of both the village and the families who will have their houses reconstructed have been agreed upon as follows:

1. Villages selected are within the provinces supported by the appeal
2. Houses have collapsed due to recent floods
3. Average income is under CNY 3,000 (4CHF 75) per year per person
4. The local government is willing to provide support, in free and safe land for reconstruction, as well as a cash contribution
5. The beneficiary is willing to rebuild the house within the timeframe allotted

The local government and local Red Cross branch will select candidates based on these criteria and ask beneficiaries to fill out a registration form that is then verified and approved by the local branch. The Red Cross will provide building materials, including bricks, cement, etc, with a value of CNY 12,000 (CHF 2,000). A procurement committee will be established with members from the local RCSC, the local government and at least five beneficiary families. The local government will be responsible to provide free design assistance and technical support. A public procurement will be carried out for the building materials to be provided locally. Both the RCSC and the Federation will monitor this process closely through each stage.

**Impact:**

It is estimated that a total of 2,000 families will benefit as funding is secured.

**Community disaster risk reduction and flood mitigation needs**

**Objective 3: The vulnerability of communities affected by this year's floods to future flood disaster is reduced through the introduction of community based flood mitigation activities in four villages.**

**Progress/Achievements:**

Villages selected under objective two will be beneficiaries of this project, which ensures long-term plans for disaster risk reduction and flood mitigation. This portion of the appeal still requires funding.

**Impact:**

The estimated long-term impact of this component of the appeal operation will be very positive. The model used has been developed recently through the joint efforts of RCSC, the Federation and partners who have supported community based disaster preparedness in China in past years. The communities will establish a committee, disaster preparedness plans and mitigation activities, as well as build on health education and first aid skills within the community.

**Federation Coordination**

The East Asia regional disaster management delegate is closely following the situation and working closely with the RCSC. The DM delegate, currently acting as a relief coordinator while the delegation is in the process of recruitment to fill that role over the coming weeks, has gone into the field for joint assessments and distribution, and will continue to provide close support to the operation. The Federation is coordinating the relief and reconstruction efforts of the five provinces receiving funds through the appeal. Coordination includes closely working with local officials, especially the local ministry of civil affairs, in distributing relief items and selecting beneficiaries. The initial planning session organized in 10 August allowed all project and financial managers to clearly understand the way forward in planning, implementation, monitoring and reporting.

**Red Cross and Red Crescent Movement - Principles and initiatives**

Flood relief efforts of the RCSC, supported by the Federation, adhere to the principles and initiatives of the Red Cross Red Crescent Movement. The criterion for selecting beneficiaries ensures that Red Cross is meeting the needs of those left most vulnerable. Due to the phenomenon of men in rural areas seeking labor jobs in urban areas, many of the affected people are women, children and the elderly. Able bodied women are left to not only clean up after the disaster, but also care for their young children, their elderly parents and find a way to make a meager income to keep the family alive. The pressure on these women after losing everything and living in tents is devastating beyond comprehension. This is why long term community planning and risk reduction will be critical for them to rebuild their dignity and maintain hope that they can do something to avoid similar destruction in the future.

## National Society Capacity Building

The RCSC has been able to fundraise successfully through their national appeal, and distribution has been rapid and successful. Families and individuals who receive the relief items are emotional and grateful for the support. Through these efforts, the Red Cross is building its public image as being a first responder that meets the most critical needs of the people.

The 10 August meeting with the five provinces has allowed branch level financial and project managers to better understand global standards and procedures. Close contact with the Federation delegation and RCSC headquarters will further build their capacity as they continue through the next 12 months of the operation.

## Communications – Advocacy and Public Information

The Federation has continued to support the national society with advocacy and information dissemination on a global level. In the first week of August, a reporter was sent by the Federation to visit the affected areas. That field visit has resulted already in one web story and a BBC interview. The Federation has been contacted numerous times by various international media for interviews and information on the floods. The Federation will continue to support Red Cross efforts through close communications with the media department at RCSC headquarters, and liaising with those international agencies and partners.

[Click here to return to the title page.](#)

## How we work

*All International Federation assistance seeks to adhere to the [Code of Conduct for the International Red Cross and Red Crescent Movement and Non-Governmental Organizations \(NGO's\) in Disaster Relief](#) and is committed to the [Humanitarian Charter and Minimum Standards in Disaster Response \(Sphere\)](#) in delivering assistance to the most vulnerable.*

### The Federation's Global Agenda

The International Federation's activities are aligned with under a Global Agenda, which sets out **four broad goals** to meet the Federation's mission to "improve the lives of vulnerable people by mobilizing the power of humanity".

### Global Agenda Goals:

- Reduce the numbers of deaths, injuries and impact from disasters.
- Reduce the number of deaths, illnesses and impact from diseases and public health emergencies.
- Increase local community, civil society and Red Cross Red Crescent capacity to address the most urgent situations of vulnerability.
- Reduce intolerance, discrimination and social exclusion and promote respect for diversity and human dignity.

## Contact information

### For further information specifically related to this operation please contact:

- Red Cross Society of China: Mr. Wang Xiaohua, director of external relations department; email: [rcsc@chineseredcross.org](mailto:rcsc@chineseredcross.org); phone: +86.10.6404.8366, fax +86.10.6402.9928.
- East Asia Regional Representation Office in China: Ms. Ewa Eriksson, (acting regional representative), email; [Ewa.Eriksson@ifrc.org](mailto:Ewa.Eriksson@ifrc.org); Mr. Qinghui Gu (regional disaster management coordinator), email; [qinghui.gu@ifrc.org](mailto:qinghui.gu@ifrc.org); phone +86 1391 0959 834, fax+86-10-6532-7166.
- Asia Pacific Zone in Kuala Lumpur: Ms Amy Gaver, phone: + 60 3 2161 0892, fax: +60 3 2161 1210, mobile +60 12 220 1174, email: [amy.gaver@ifrc.org](mailto:amy.gaver@ifrc.org)

DREF DISTRIBUTION TABLE: CHINA FLOODS MDRCN0002

| Donor | Relief Items | Total Quantity                 | To Which Province | Distribution Places                 |      |          |
|-------|--------------|--------------------------------|-------------------|-------------------------------------|------|----------|
|       |              |                                |                   | County                              | Unit | Quantity |
| IFRC  | Rice         | 66.795 Tons                    | Sichuan           | Jiner Town of Longchang County      | Bag  | 314      |
|       |              |                                |                   | Shanchuan Town of Longchang County  | Bag  | 250      |
|       |              |                                |                   | Xiangshi Town of Longchang County   | Bag  | 992      |
|       |              |                                |                   | Shiyanqiao Town of Longchang County | Bag  | 406      |
|       |              |                                |                   | Hujia Town of Longchang County      | Bag  | 1,367    |
|       |              |                                |                   | Yunding Town of Longchang County    | Bag  | 1,124    |
|       |              |                                |                   | Longshi Town of Longchang County    | Bag  |          |
|       |              | 65.1 Tons                      | Hubei             | Lianghe Town of Dangyang City       | Bag  | 1,500    |
|       |              |                                |                   | Wangdian Town of Dangyang City      | Bag  | 240      |
|       |              |                                |                   | Herong Town of Dangyang City        | Bag  | 1,500    |
|       |              |                                |                   | Dianqian Town of Dangyang City      | Bag  | 200      |
|       |              |                                |                   | Zaobuhu Town of Dangyang City       | Bag  | 500      |
|       |              |                                |                   | Yuxi Town of Dangyang City          | Bag  | 400      |
|       |              | Meijie Town of Guichi District | Bag               | 850                                 |      |          |

|                            |              |                                    |                   |                                     |       |          |
|----------------------------|--------------|------------------------------------|-------------------|-------------------------------------|-------|----------|
|                            |              |                                    | Anhui             | Tangxi Town of Guichi District      | Bag   | 700      |
| Donor                      | Relief Items | Total Quantity                     | To Which Province | Distribution Places                 |       |          |
|                            |              |                                    |                   | County                              | Unit  | Quantity |
| IFRC                       | Rice         | 68.67 Tons                         | Anhui             | Pailou Town of Guichi District      | Bag   | 848      |
|                            |              |                                    |                   | Yinhui Town of Guichi District      | Bag   | 875      |
|                            |              |                                    |                   | Lishan Street of Guichi District    | Bag   | 452      |
|                            | Quilts       | 5,000                              | Sichuan           | Xiangshi Town of Longchang County   | Piece | 992      |
|                            |              |                                    |                   | Shiyanqiao Town of Longchang County | Piece | 406      |
|                            |              |                                    |                   | Hujia Town of Longchang County      | Piece | 1,367    |
|                            |              |                                    |                   | Yunding Town of Longchang County    | Piece | 1,124    |
|                            |              |                                    |                   | Longshi Town of Longchang County    | Piece | 547      |
|                            |              |                                    |                   | Jiner Town of Longchang County      | Piece | 314      |
|                            |              | Shanchuan Town of Longchang County | Piece             | 250                                 |       |          |
|                            |              | 5,000                              | Hubei             | Lianghe Town of Dangyang City       | Piece | 1,500    |
|                            |              |                                    |                   | Wangdian Town of Dangyang City      | Piece | 300      |
|                            |              |                                    |                   | Herong Town of Dangyang City        | Piece | 1,700    |
|                            |              |                                    |                   | Dianqian Town of Dangyang City      | Piece | 200      |
|                            |              |                                    |                   | Zaobuhu Town of Dangyang City       | Piece | 14       |
| Yuxi Town of Dangyang City | Piece        |                                    |                   | 500                                 |       |          |

| Donor            | Relief Items                     | Total Quantity | To Which Province                 | Distribution Places               |       |          |
|------------------|----------------------------------|----------------|-----------------------------------|-----------------------------------|-------|----------|
|                  |                                  |                |                                   | County                            | Unit  | Quantity |
| IFRC             | Quilts                           | 5,000          | Anhui                             | Meijie Town of Guichi District    | Piece | 925      |
|                  |                                  |                |                                   | Tangxi Town of Guichi District    | Piece | 775      |
|                  |                                  |                |                                   | Meicun Town of Guichi District    | Piece | 925      |
|                  |                                  |                |                                   | Pailou Town of Guichi District    | Piece | 923      |
|                  |                                  |                |                                   | Yinhui Town of Guichi District    | Piece | 950      |
|                  |                                  |                |                                   | Lishan Street of Guichi District  | Piece | 502      |
|                  | Water Purification Tablets       | 100            | Sichuan                           | Xiangshi Town of Longchang County | Box   | 50       |
|                  |                                  |                |                                   | Hujia Town of Longchang County    | Box   | 50       |
|                  |                                  | 100            | Anhui                             | Meijie Town of Guichi District    | Box   | 19       |
|                  |                                  |                |                                   | Tangxi Town of Guichi District    | Box   | 15       |
|                  |                                  |                |                                   | Meicun Town of Guichi District    | Box   | 12       |
|                  |                                  |                |                                   | Pailou Town of Guichi District    | Box   | 9        |
|                  |                                  |                |                                   | Yinhui Town of Guichi District    | Box   | 14       |
|                  | Lishan Street of Guichi District | Box            | 10                                |                                   |       |          |
| Epidemic Control | Box                              | 21             |                                   |                                   |       |          |
| Disinfec         |                                  |                | Xiangshi Town of Longchang County | Box                               | 100   |          |

|  |       |     |         |                                |     |     |
|--|-------|-----|---------|--------------------------------|-----|-----|
|  | tants | 200 | Sichuan | Hujia Town of Longchang County | Box | 100 |
|--|-------|-----|---------|--------------------------------|-----|-----|

| Donor | Relief Items  | Total Quantity | To Which Province | Distribution Places              |      |          |
|-------|---------------|----------------|-------------------|----------------------------------|------|----------|
|       |               |                |                   | County                           | Unit | Quantity |
| IFRC  | Disinfectants | 200            | Anhui             | Meijie Town of Guichi District   | Box  | 40       |
|       |               |                |                   | Tangxi Town of Guichi District   | Box  | 25       |
|       |               |                |                   | Meicun Town of Guichi District   | Box  | 20       |
|       |               |                |                   | Pailou Town of Guichi District   | Box  | 16       |
|       |               |                |                   | Yinhui Town of Guichi District   | Box  | 20       |
|       |               |                |                   | Lishan Street of Guichi District | Box  | 10       |
|       |               |                |                   | Epidemic Control                 | Box  | 69       |

## Annex 2

## CHINA FLOODS EMERGENCY APPEAL 2007: MDRCN002 CONTRIBUTIONS LIST

| <b>CONTRIBUTION CONFIRMED -<br/>Hard Pledges</b> | <b>Total in<br/>CHF</b> | RELIEF ITEMS | RECONSTRUCTION | CBDP | <b>TOTAL</b>     |
|--|-------------------------|--------------|----------------|------|------------------|
| PMN - Swedish Red Cross (SIDA)                   | 600,000                 |              |                |      | 600,000          |
| PMN - Japanese Red Cross                         | 300,000                 |              |                |      | 300,000          |
| PMN - Netherlands Red Cross                      | 65,576                  |              |                |      | 65,576           |
| <b>TOTAL</b>                                     |                         |              |                |      | <b>965,576</b>   |
| <b>CONFIRMED SOFT PLEDGES</b>                    |                         |              |                |      |                  |
| Irish Government                                 | 327,880                 |              |                |      | 327,880          |
| German Red Cross (in-kind quilts)                | 248,550                 | quilts       |                |      | 248,550          |
| Danish Red Cross (in-kind quilts)                | 140,000                 | quilts       |                |      | 140,000          |
| Danish Red Cross cash                            | 62,000                  |              |                |      | 62,000           |
| <b>TOTAL</b>                                     |                         |              |                |      | <b>778,430</b>   |
| <b>GRAND TOTAL HARD AND SOFT PLEDGES</b>         |                         |              |                |      | <b>1,744,006</b> |