2022-2023

ACTIVITY REPORT





02	Mission, Vision, Values
03	Message from the President
04	Message from the Executive Director
05	Gouvernance
06	"An alternative to the sex industry" Program
07	Services
07	1. Reception, Assessment, Orientation - AEO
08	2. Individual support
11	3. Nursing care
12	4. Workshops
13	5. Social integration activities
15	6. Residence - Horizon Program
19	7. Food and financial provisions
20	Prevention Program
21	Education/Awareness Program
24	Significant Activities
25	Team
26	Training
27	Funding
28	Income & Expenses
29	Our partners and collaborators

Community Life

Acknowledgments

31

32

OUR MISSION



The Way Out is committed to supporting women survivors and victims of sexual exploitation by offering them an alternative to the sex industry in addition to safe accommodation.

The mission of The Way Out is articulated around three main orientations:

- Offering intervention and accommodation services aimed at assisting with social reintegration;
- 2.Offering prevention activities for individuals at risk of sexual exploitation;
- 3. Offering public awareness activities featuring the reality of sexual exploitation.

OUR VISION

To be a reference for the population and the victims of sexual exploitation by offering them a real way out.



OUR VALUES





EMPOWERMENT



RESPECT



SECURITY

MESSAGE FROM THE PRESIDENT

It is with honor and humility that, in 2022, I have accepted the challenge of succeeding Mr. Gerry Plunkett. I would like to take this opportunity to warmly thank him for his incomparable work and dedication since the founding of La Sortie.

La Sortie is a dynamic resource that offers a safe place and a team that listens to victims of sexual exploitation in Quebec. It's more than just a house or apartment; it's a family, where the workers support and accompany young women who want to escape a violent and degrading environment. The aim of La Sortie is to preserve their dignity.

2022 was a year of renewal. With the lifting of health restrictions, our team was able to return to the streets, reconnect with young women and accompany them on their journey. With the invaluable help of Clémentine Talbot, we were able to speak in schools, raising young people's awareness of the risks and methods used for recruitment.

But 2022 was also a year in which our ambitions for a home with apartments for social reintegration began to take shape. La Sortie continues to carry the torch, positioning itself as a leader in its field of influence.



But none of this would be possible without the unfailing support of a dedicated team, an extraordinary Executive Director Ronald Lepage, and your financial support. From the bottom of my heart, I thank you.



MESSAGE FROM THE EXECUTIVE DIRECTOR

This year, we have seen an increase in the number of interventions. Thanks to the professionalism and love shown by our team of dedicated employees and volunteers, a deep trust in our organization has been established among women who have experienced sexual exploitation. For our team, this is not just a job, but a true vocation.

That's why we've accepted a deficit rather than affecting the stability of our team. In fact, one of our funders underwent a reorganization causing a temporary halt to their funding.

However, the staff's exploits ensured that we reached our fund-raising targets; I'm always amazed at the generosity of our supporters. It's because of such strong corporate citizenship that La Sortie is now recognized by the major authorities.

With the participation of the Quebec government, we are working on a project to build a 15-unit apartment building, including 4 of which can accommodate women with their children. Once all the elements are in place, we'll be delighted to announce the details.



In closing, a big THANK YOU to the Board of Directors for their diligence and to Sylvie Comtois for her support. Thanks to your dedication, women have a way out.

All the best.

GOUVERNANCE

BOARD OF DIRECTORS

Sylvie Comtois

President

Airport Administrator

Mario Teti

Secretary-treasurer

Owner of Deli La Trattoria

Heidi Yane

Nurse clinician

Melanie Novicoff

Sales coordinator in a Montreal company

Roxanne Leblanc

Chartered Accountant

Marcela Peña-Vega

Economic Advisor & Manager of International Cooperation & Development Programs - Desjardins

Me Patricia Chamoun

Managing Partner - ChamounLegal inc.

Jacques Bellemare

Director of the Beauport Community Development Corporation

BOARD MEMBER REPRESENTING THE PARTICIPANTS:

Tricia Murray

A determined, courageous and driven young woman, Tricia is a survivor of sexual exploitation, and has been free from this life since February 2020. She has always had a heart for injustice and has transformed her pain and anger into courage, so that as she presses on, she can also help other survivors.

Tricia testified in parliamentary commission for Bill 84, on the reform of the IVAC and her texts were published in La Presse. Having found an inner strength, she stands unified with by uniting her voice with those already present in the political sphere, all in the hope of advancing the way victims of sexual exploitation are regarded.

Since September 2021, she has returned to school to complete her professional studies diploma as an administrative assistant, but intends to continue to have a voice and thus help survivors.

"In May 2021, I was incredibly fortunate to receive help from La Sortie, a great team of people who go out of their way to assist women. They were able to provide me with help, aid and comfort in one of the darkest times of my life. I immediately wanted to join and offer my support to their mission. When they offered me the opportunity to join the Board of Directors, I accepted with great pleasure."

AN ALTERNATIVE TO THE SEX INDUSTRY

This unique program offers guidance, help and support to women in the Montreal region who wish to leave the sex industry to regain psychological and financial health, in addition to helping them acquire the skills necessary to take back control of their lives. This program is based on an intervention model that provides services through three main channels. We are working on a step-by-step method. The first step focuses on **early intervention** directly in their immediate environment. The second step aims at providing **support that directs** them towards social reintegration. The third step focuses on helping the women consolidate their achievements as they learn to maintain a stable life.

- Offer an alternative to the sex industry;
- Guide individuals towards various specific social services available that can assist with their particular issues;
- Mediate for medical, financial and socio-legal situations;
- Find affordable, clean and safe accommodation;
- Create links with various home groups;
- Facilitate the development of social and professional skills in order for individuals to find employment.

CHANNELS OF PROGRAM ACCESS

- Building bonds of trust through outreach activities;
- Our website and social networks;
- / Word of mouth.

We are setting up various prevention and awareness activities among the youth as well as the general public. We are also, working in close collaboration with various stakeholders in the community (police, street workers, CLSCs, etc.) enabling women to establish an initial contact with various local services so that they can have their healthcare needs met, as well as the necessities of safety and well-being, all within a reasonable time frame.

OUR SERVICES

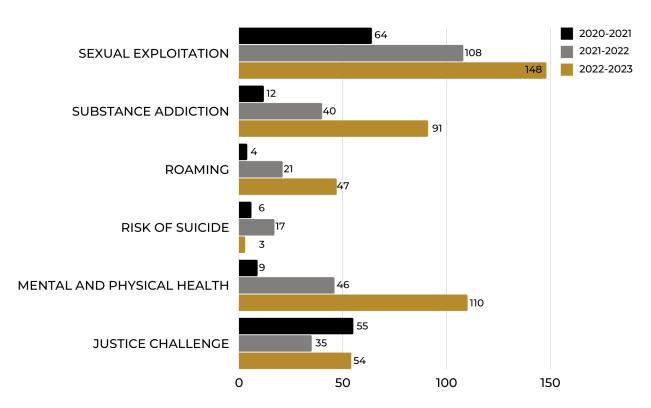
1. RECEPTION, EVALUATION, ORIENTATION (AEO)

The reception, assessment and orientation is available 24 hours a day, all year round, making the services greatly accessible. The assessment step is critical because it identifies all of the survivor's service needs in order to accurately respond to their request for help and ultimately direct them to the most appropriate services. To do this, La Sortie uses standardized tools such as RESO, DEBA & WEISS.

Although we have seen an overall decrease of 15 women in support compared to 2021-2022, we have put more effort into working with women who have been for longer in the programs.

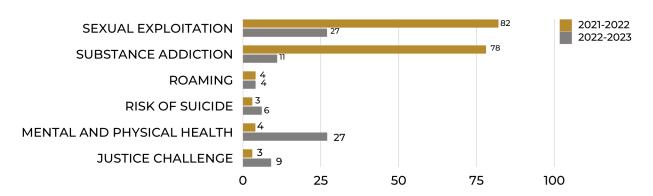
During the year 2022-2023, we accompanied 148 women in Montreal and 27 women in Quebec City, for a total of 175 women.

ISSUES (FOR MONTRÉAL)





ISSUES (FOR QUEBEC CITY)

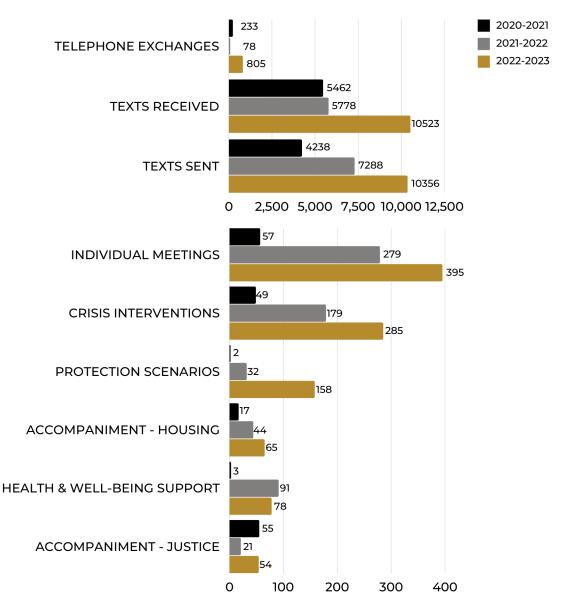


Several women in the province were being followed by the Quebec City intervention and were transferred to Montreal for reasons of efficiency, as they were geographically closer to Montreal. Indeed, Rose Sullivan, an outreach worker in Quebec City, had been following women across the province for several years, even before they joined La Sortie, and we wanted her work to be recognized. Ms. Sullivan joined our team because of a shared desire to accompany women who were victims of non-consensual images published on pornographic platforms. The 12 women followed by La Sortie were victims of this criminal act. The Quebec City area is the 2nd most populous region in the province, and also has a major problem with sexual exploitation.

2. INDIVIDUAL SUPPORT

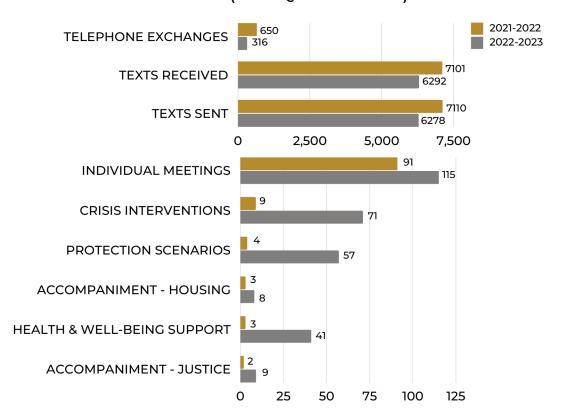
Individual support is defined by follow-up and regular meetings with survivors who wish to leave the sex industry, providing them with a personalized action plan. This plan includes goals that women have set for themselves, as well as the means, resources and timelines they will use to achieve them. In 2023-2023, we carried out 24,609 interventions with women in Montreal and 14,323 interventions with women in Quebec.

TYPES OF INTERVENTIONS WITH WOMEN VICTIMS OF SEXUAL EXPLOITATION (FOR MONTREAL)

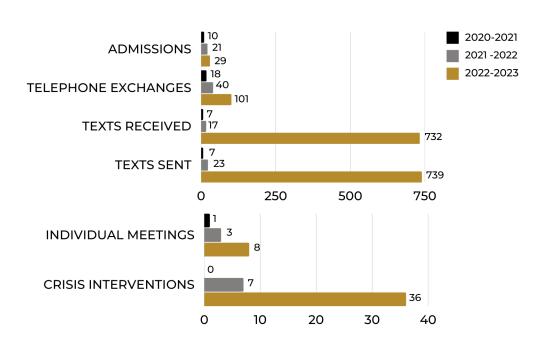


This represents a total of 38,932 interventions, compared with 28,703 in 2021-2022, an increase of 35%. What's more, although a number of women formerly followed by the Quebec City intervention are now followed in Montreal, the number of interventions in Quebec City has remained more or less the same.

TYPES OF INTERVENTIONS WITH WOMEN VICTIMS OF SEXUAL EXPLOITATION (FOR QUEBEC CITY)



TYPES OF INTERVENTIONS WITH RELATIVES OF VICTIMS OF SEXUAL EXPLOITATION (FOR MONTREAL)



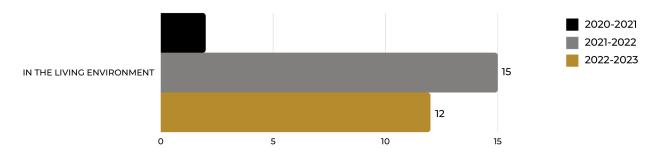
Relatives of the survivors are also considered in our services. The distress of seeing a loved one caught in such a destructive environment is great. In 2022-2023, we carried out 262 interventions with victims' families in Montreal, an increase of 75% over 2021-2022. No follow-ups were carried out in the Quebec City region, in order to consolidate resources there.



3. NURSING CARE

Les soins infirmiers traitent la santé physique, mentale et sexuelle des participantes. Ces dernières sont évaluées à l'entrée puis de façon périodique par une infirmière, afin de déterminer s'il y a une situation urgente ou à risques qu'il faut traiter en priorité. Thanks to a collaborative agreement with the CLSC de Vaudreuil-Dorion, our nurse can refer the victim to the services of a general practitioner or a specialist when necessary. This year, our volunteer nurse completed 12 assessments.

NURSING CARE



4. WORKSHOPS

The thematic workshops cover various topics aimed at personal growth, such as selfesteem and communication. Workshops are interactive, promoting discussion among peers.



Reappropriation of one's sexuality & one's personal boundaries

Healthy relationships

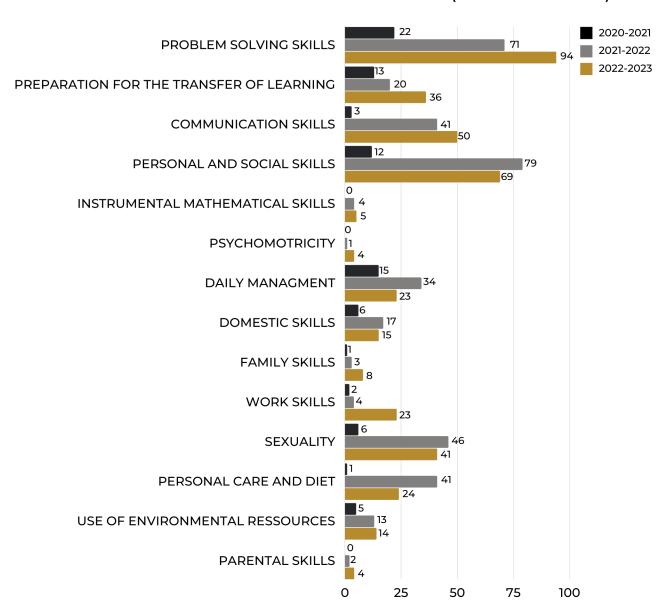
Zootherapy

Although women participate in various community activities, our intervention team designs personalized workshops once a month as needed by the women participating in our activities. The limited number of workshops allows women to familiarize themselves with their tasks and apply their learning in their daily life. This year, we offered 38 workshops. This represents a reduction of half on last year's number, as we have made the workshops progressive in content. This has reduced the frequency of workshops, which is determined by the participants' availability.

5. SOCIAL INTEGRATION ACTIVITIES

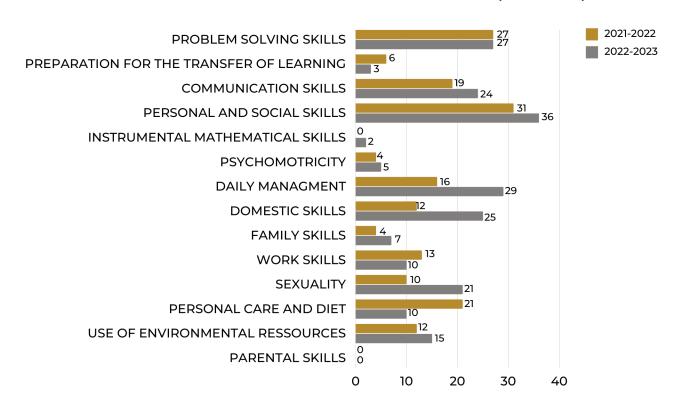
Social integration activities are defined by the survivor exercising her social roles on the personal, social, academic and professional levels. These activities help them revive the skills they need to live in society. For example, a survivor who wishes to come out of her isolation and increase her communication skills is encouraged to join a home group. Or, in the residence, a woman can acquire the skills necessary to better manage her nutritional health. This year, we carried out 410 social integration activities in Montreal and 214 in Quebec, for a total of 624 activities.

SOCIAL SKILLS WORKED IN THE ENVIRONMENT (FOR MONTREAL)





SOCIAL SKILLS WORKED IN THE ENVIRONMENT (QUEBEC)



The women worked much harder on their social skills in the Residence, especially after a general increase in the number of participants. However, although there has been a slight increase in social skills, we are still far from the threshold of the early years. Since we've been in operation for several years, the advanced participants work longer on the skills they have the most difficulty with, while the new ones work less on skills that are easier to work on.

6. RESIDENCE - HORIZON PROGRAM

In the heart of the magnificent Vaudreuil-Soulanges region, far from large urban centres, the residence welcomes up to 5 women who wish to leave the sex industry, into complete safety. Only women with severe and persistent mental health problems are referred to other services. This 2-storey house was acquired with the help from the region. It is a resource for women, a place where they can take the first steps towards a new life. The residence offers complete and free housing and is available 24 hours a day, all year round. Services are offered for a period that may exceed 12 months. Voluntary contributions are welcome!

Our residence offers warm and peaceful spaces, including three bedrooms, two kitchens, allowing individuals to meet and eat a meal together, prepared by one of the residents. In addition, there are two living rooms, two bathrooms, a beautiful, private courtyard and an office for our professionals on the site.

Survivors are autonomous and free to choose their activities. The residence is their home and they are invited to follow a code of conduct for their own well-being and that of the other residents. When leaving the residence, a departure kit, which includes clothing, food and bedding is provided to them.

At the moment, we are actively working with the technical group Bâtir son quartier to build an accommodation that will be able to house 15 women in separate apartments, directly on the Island of Montreal. This initiative follows the Horizon research project carried out by Maria Mourani in 2019, in order to better meet the needs of our participants. There, you will find the same security parameters as at the current residence, in addition to an on-site laundry room, a community room and kitchen, as well as 4 accommodations for mothers with their children.







Residence infrastructure

SECURITY



- Security protocol
- 24-hour presence of the attendant at the Residence
- Surveillance cameras
- Access control to doors & windows
- Enclosure wall
- Light & motion detector
- Emergency telephone line
- · Criminal record check of staff
- Staff training

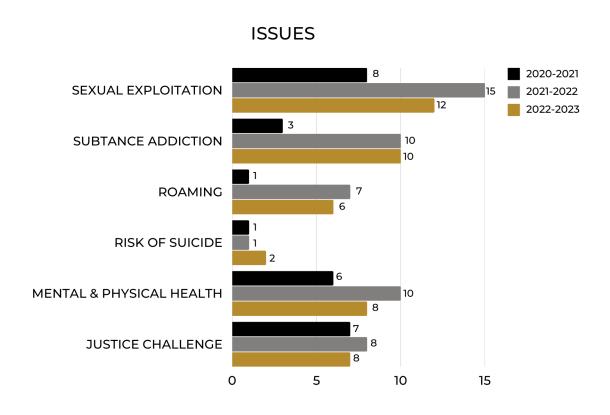
HEALTH CARE



- Sanitary measures
- Medical assessment by a volunteer nurse
- Bio-infectious waste collection agreement
- First aid kit, glucometer, blood pressure monitor, defibrillator unit
- Holding of the drug Nolaxone for opiod overdose
- Health care policy & procedure

The objectives are to offer participants:

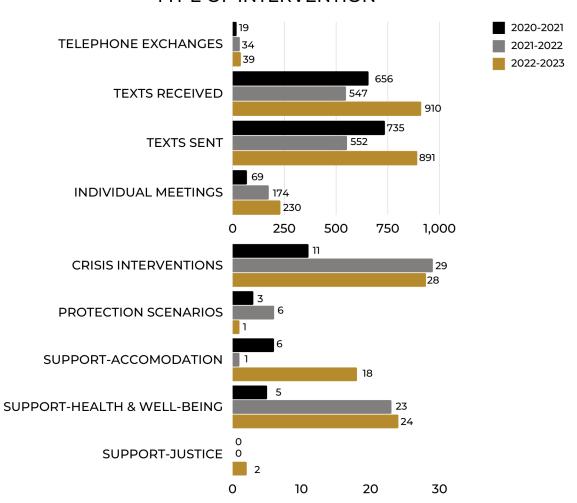
- An exit from the middle of the sex industry
- Emergency and temporary safe accommodation
- A restful and healthy environment
- / Access to medical care
- Support for the development of their skills



Highlights: The number of residents is now back to being similar to the way it was before the confinement. Confinement measures have been reduced and people are no longer afraid of being infected by integrating into a new living environment. Indeed, certain health measures have been a deterrent to admission. This year, we hosted 12 participants at the residence.



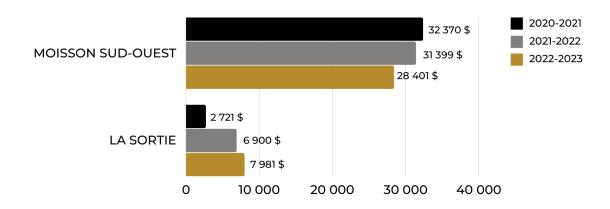
TYPE OF INTERVENTION



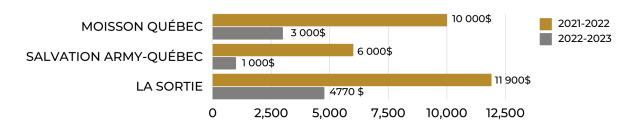
In-residence follow-up is much tighter, as intervention is carried out on a daily basis, compared with weekly intervention for external participants. This explains why there are so many interventions for so few residents. Not only has the number of residents returned to the preconfinement threshold, the number of meetings has increased by 32%. It's also worth noting that communications by text message have increased, as residents are leaving the residence more now that sanitary measures have been relaxed.

7. FOOD AND FINANCIAL PROVISION

FOOD SUPPLIERS (FOR MONTREAL)



FOOD SUPPLIERS (FOR QUEBEC CITY)



We offered emergency financial assistance in addition to food security to participants, in order to reduce financial vulnerability as a precipitating factor to sexual exploitation. We also offer starter groceries to all residents who express the need. Again with the aim of reducing the precipitating factors to sexual exploitation, we apply for small debt repayments on behalf of survivors who request them. (For example, we work with Defend Dignity for telephone bill reimbursements).



PREVENTION PROGRAM

Each year, the situation of food shortage is alarming. To alleviate this tragedy, which intensified with the pandemic, our community workers walked the streets of the Hochelaga-Maisonneuve and Center-Sud neighbourhoods to give bags of groceries to women in need. They also distributed hygiene and health kits, as well as coffee and snacks during the cold evenings of last winter. Our outreach has benefited many women in addition to allowing us to build bridges and make a difference in the lives of these women living in poverty and exclusion.

58 People reached by outreach activities:

We established contacts directly with women in the industry in the Hochelaga-Maisonneuve district. Our goal is to listen to them and offer them services if they express the desire to participate. We have also started to carry out outreach activities in the Ville-Marie district (Downtown).

999 People reached by the prevention workshops:

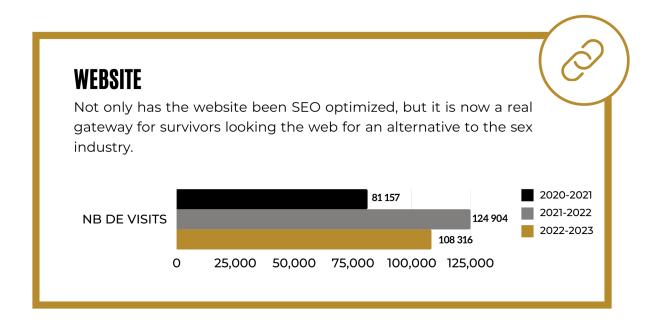
In addition to the workshops offered by our staff, we have relied heavily on the testimony of Clémentine Talbot during awareness workshops with adolescent girls. As a result, we have been able to carry out tertiary intervention with several girls potentially at risk of being involved in sexual exploitation.

32 People reached by social media:

Several subscribers to our Facebook page are young women between the ages of 13 and 25. These young people, who are at high risk of sexual exploitation, have been recipients of our prevention message, by educating themselves and interacting with us.

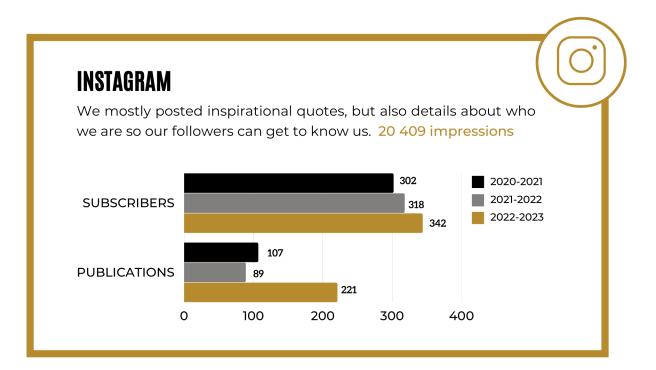
EDUCATION & AWARENESS

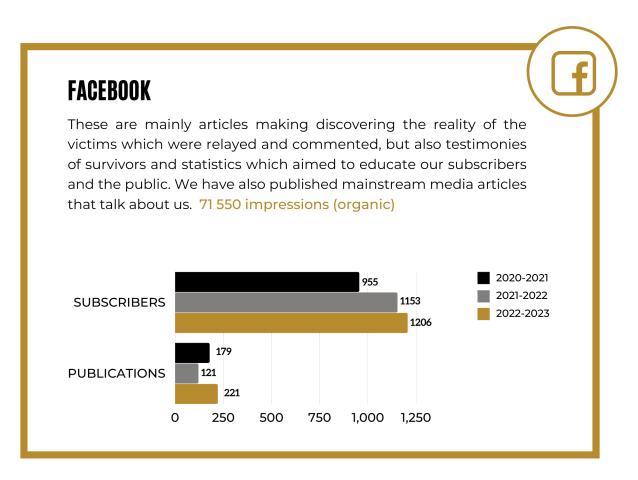
Among the general public, there is a lack of awareness of the realities of sexual exploitation and the types of services required to help victims. A greater focus needs to be placed on the tools and strategies used in order to raise such awareness. We therefore see all our activities at La Sortie, as opportunities to raise awareness about the intervention needs required to help victims of sexual exploitation.



Our website informs any professional or partner in the aid network about the services offered by our organization, thus facilitating referrals. It is also aimed at clients of prostitution, who are often unaware or indifferent to the consequences of their actions. It presents testimonials from women who have suffered violence and harm in the sex industry. It shows them that prostitution is not a free and informed choice. We've also optimized our website for search engines, so that it appears in the results when potential customers are looking for sexual services. In this way, we hope to appeal to them and encourage them to think about their behavior.

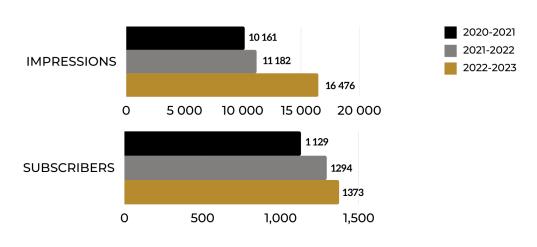
The decrease is explained by the restructuring of the communications team and the absence of blog posts. In addition to providing information, the blog helps us to increase and maintain our search engine rankings. In addition, the site was offline for 7 days in November 2022 due to a failure of our web host.





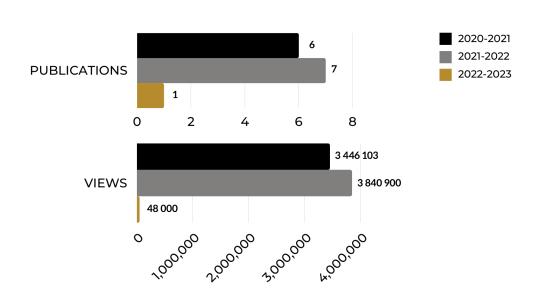
NEWSLETTER

The newsletters are aimed at members and people who wish to know more about our concrete actions and they are intended to provide information on our mission. 12 publications



TRADITIONAL MEDIAS

Only one interview was conducted during the year, due to a restructuring of the communications team.

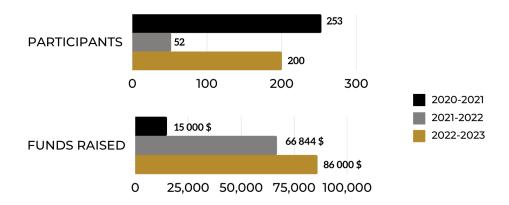


SIGNIFICANT ACTIVITIES



Last November, La Sortie relaunched its annual fundraising gala, cancelled the previous year due to health restrictions. The objective of this campaign is to raise funds to enhance the health care support provided to participants, to enable the purchase of new essentials kits to be given to participants, and to support the cost of operations related to the Residence. Thanks to our 200 generous donors, the fundraising campaign raised a total of \$86,000.

FUNDRAISING CAMPAIGNS



During this fundraising event, several artists and personalities are present, and guests enjoy a cocktail reception and gourmet meal in a festive atmosphere. Although the event is planned with fund-raising in mind, its content and media impact make it a genuine awareness-raising activity. This year, we were honored to hear from Clémentine Talbot, author with Marie-Ève Tremblay of the Radio-Canada podcast "Sugar Baby".



Ronald Lepage
Executive Director



Lyne Collette Clinical Coordinator



Pascal Taillon
Technical Coordinator



Tammy Beattie
Outreach Worker



Loraine Laplante Liaison Officer



Gabrielle Barrette
Prevention and Consultation Worker



Rose Sullivan Outreach Worker



Marie-Ève Cool Outreach Worker



Véronique Beaudin Outreach Worker

TRAINING

La Sortie is made up of a team of dedicated and loyal individuals who demonstrate the power of commitment as they work with quality and efficiency, staying informed with the realities of the sex industry by regularly participating in specialized training.

In addition, the training of our communications, fundraising and management strategists are called upon to further their education in their fields of expertise.

QUELQUES-UNES DES FORMATIONS SUIVIES PAR NOTRE ÉQUIPE D'INTERVENTION

- TRAINING Continuing education for peer helpers AQRP
- TRAINING A day of reflection following the presentation Un toit pour elles La CLES
- TRAINING Motivational interviewing Pierre Luc Boudreau
- TRAINING A day of reflection following the presentation Un toit pour elles La CLES
- TRAINING Schizophrenia without prejudice AQRP
- TRAINING Eating attitudes and behaviors AQRP
- TRAINING Depression: together for a better understanding AQRP
- TRAINING Suicide risk detection training CIUSSS du Centre-Sud-de l'Ile de Montréal
- · Webinar Autonomy action info session ministerial plan Action autonomie
- Webinar Social assistance law info Rose du Nord
- Webinar Services integration local committee for conjugal and sexual violence MSSS, MJQ
- Webinar International Day of Non-Prostitution La CLES
- Webinar Exposure to domestic violence and other victimizations CIUSSS de l'Est de Montréal
- Webinar Intervention practices with sexually exploited women La CLES

FUNDING

THANK YOU TO OUR MAJOR DONORS

- Ambassador poker tournaments
- La Verità inc. restaurant
- The Heller Smith Family Foundation
- Groupe Paramount Inc.
- Mr. et Mrs. Robert & Johanna Cardinal
- Mrs. Linda Dagenbach
- Deli La Trattoria



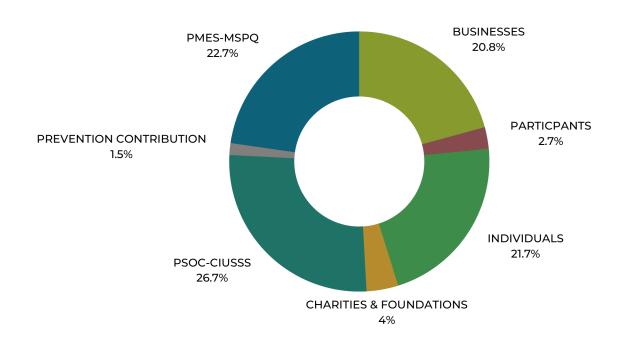
THANK YOU TO OUR FUNDERS

- Center-Sud-de-l'Île-de-Montréal Integrated
 University Health and Social Services Center
- Quebec Ministry of Public Security funding program against sexual exploitation

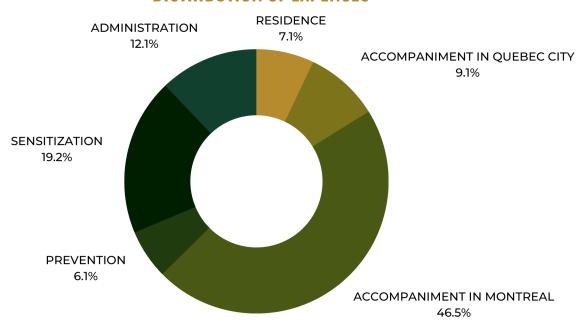


INCOME & EXPENSES

INCOME DISTRIBUTION



DISTRIBUTION OF EXPENSES



OUR PARTNERS AND COLLABORATORS

SERVICES IN MONTREAL

- Action jeunesse Ouest-de-l'île
- Aiguillage
- Canadian Alliance of Medical Students Against Human Trafficking
- Care Montréal
- CAVAC
- Centre de femmes La Moisson
- Centres de santé et services sociaux de la région métropolitaine de Montréal
- Centre intégré de santé et de services sociaux de la Montérégie-Ouest
- CLSC de Vaudreuil-Dorion
- D3Pierres
- Defend Dignity
- L'exode
- Perspective communautaire en santé mentale
- Purse of Hope
- Regroupement économique et social du Sud-Ouest
- Réseau enfant retour
- Service de police de l'agglomération de Longueuil
- Service de police de Laval
- Service de police de la ville de Montréal
- Sûreté du Québec

SERVICES IN QUEBEC CITY

- Alimentex
- Armée du Salut-Québec
- Association des femmes sourdes de Québec
- BAIL
- CAFES
- CLSC de la Basse-Ville
- CLSC de Limoilou
- Fix-Ton-Padget
- Logement Plourde
- Liquidation 5-10-15
- Moisson Québec
- Rose du Nord

CONSULTATIONS

- Coordination régionale Aire ouverte Montréal
- Table d'action concertée montréalaise en exploitation sexuelle
- Association québécoise des centres d'intervention en dépendance
- Comité violence conjugale et agression sexuelle de Vaudreuil-Soulanges
- Fédération des OSBL d'Habitation de Montréal
- Réseau d'échanges Santé mentale adulte/Continuum d'intervention santé mentale et dépendance Vaudreuil
- Table de concertation Enfance Famille Jeunesse de l'Ouest-de-l'Île
- Table de Quartier Sud de l'Ouest-de-l'Île

PROFESSIONALS

- Association des intervenants en dépendance du Québec (AIDQ)
- Association des professionnels en philanthropie (AFP)
- Association des travailleurs et travailleuses de rue du Québec (ATTRUEQ)



COMMUNITY LIFE

GENERAL ASSEMBLY 2022

On June 14, 20 people gathered for the two-hour General Assembly. At this annual event, members showed great interest by asking questions and making proposals.

MEETING OF THE BOARD OF DIRECTORS

To date, 9 directors sit on the Board. Annual General Meetings were held on May 3, August 22 and November 1, 2022, as well as on March 13, 2023.

FINANCE COMMITTEE

The Finance Committee met in March 2022 to draw up and propose the budget forecasts.

29 VOLUNTEERS IN OPERATIONS

3112 hours are estimated for the time offered by volunteers on various activities such as the board of directors, the committee, support in the residence and several other operational tasks.



ACKNOWLEDGMENTS

It's time for us to thank the team at La Sortie, because real heroes don't always wear capes.

Many thanks to Sylvie Comtois, who has joined the Board of Directors as President. She has shown great courage in succeeding the organization's founder, Gerry Plunkett.

Thanks to all the Board members for their determination, in a society where sexual exploitation has not always been a priority.

Thank you to Clémentine Talbot for lending her voice to bring the reality of sexual exploitation and La Sortie to young high school and CEGEP students. Her resilience and courage are a great source of inspiration for us, and a catalyst for change in our society.

Thank you to our nurses: Cynthia, who helped us set up an assessment and follow-up procedure for our residents, and Mirlène, who continued the work by carrying out health assessments this year. Your contribution is greatly appreciated!

Thanks to all our volunteers for their big hearts and all the hours they put in to make a difference in the lives of our participants. A special thank you to Katia Gitkow, who has worked tirelessly and on many levels, just like an employee.

Thank you to our Executive Director, Ronald Lepage, who puts his heart and soul into developing programs to increase the help available to women victims and survivors of sexual exploitation, and who is always attentive to the needs of his team. His leadership contributes greatly to our wonderful work culture.

Thank you to Sara Carpentier who has been an invaluable asset over the past few years, demonstrating exceptional dedication, remarkable creativity and a strong work ethic. Her contributions have had a significant impact on our success, and we are sincerely grateful for her outstanding work.

Thank you to the entire intervention team: Tammy, Gabrielle, Loraine, Rose, Marie-Ève and Véronique for your passion and dedication to the cause. Thanks also to our dearest clinical coordinator, Lyne Collette, who oversees this wonderful team with brio and puts her heart and soul into her work.

Thank you to Pascal, who works behind the scenes to meet all our technical and audiovisual needs. His contribution is essential to an organization like ours, and his willingness to support the rest of the team, always to the best of his ability, is greatly appreciated.

Thanks to Sarine Konyalian and Matthew Plunkett, who help our in-house team by translating and editing our documents in often tight deadlines.



Together, give them a way out!

For further information, please do not hesitate to contact us.

1-4747 boul. Saint-Charles, Pierrefonds, Québec H9H 3C7

514.236.7255 www.thewayout.org



https://www.instagram.com/lasortiethewayout



https://www.facebook.com/lasortiethewayout



https://www.linkedin.com/company/70497947