

## FY24/25 Preliminary Budget Overview

Presented By:

Fidelis Malembeka Chief Financial Officer August 12, 2024

#### Order of Presentation

- 1. Revenue & Expenditure Summary
- 2. Debt Overview
- 3. Revenue Summary
- 4. Tax Assessments and Millage
- 5. FY 25 Preliminary General Fund Budget Summary

## YTD GF Revenue Summary Thru July 2024

Revenue Source	FY 24 Budget	FY 24 Actuals Thru Jul	% of Budget	FY 23 Actuals Thru July
General Property Tax	\$65,892,396	\$59,377,532	90.1%	\$58,522,163
Licenses & Permits	\$1,484,739	\$1,180,840	79.5%	\$1,461,282
Fines & Forfeitures	\$1,632,887	\$792,437	48.5%	\$786,331
Intergovernmental – Federal	\$59,325	\$40,744	68.7%	\$19,513
Intergovernmental – State	\$35,777,100	\$22,059,021	61.7%	\$28,344,780
Intergovernmental – Local	\$673,584	\$1,228,186	182.0%	\$668,484
Admission, Fees, & Rentals	\$716,611	\$467,102	65.0%	\$510,914
Interest Earned	\$379,953	\$30,788	8.1%	\$116,157
Other Revenues	\$13,778,533	\$8,288,018	60.2%	\$11,435,340
Applied Fund Balance	\$2,205,515	\$0	0.0%	\$300,000
Operating Transfers	\$923,200	\$78,000	8.4%	\$0
Total General Fund	\$123,523,843	\$93,542,667	75.7%	\$101,564,970

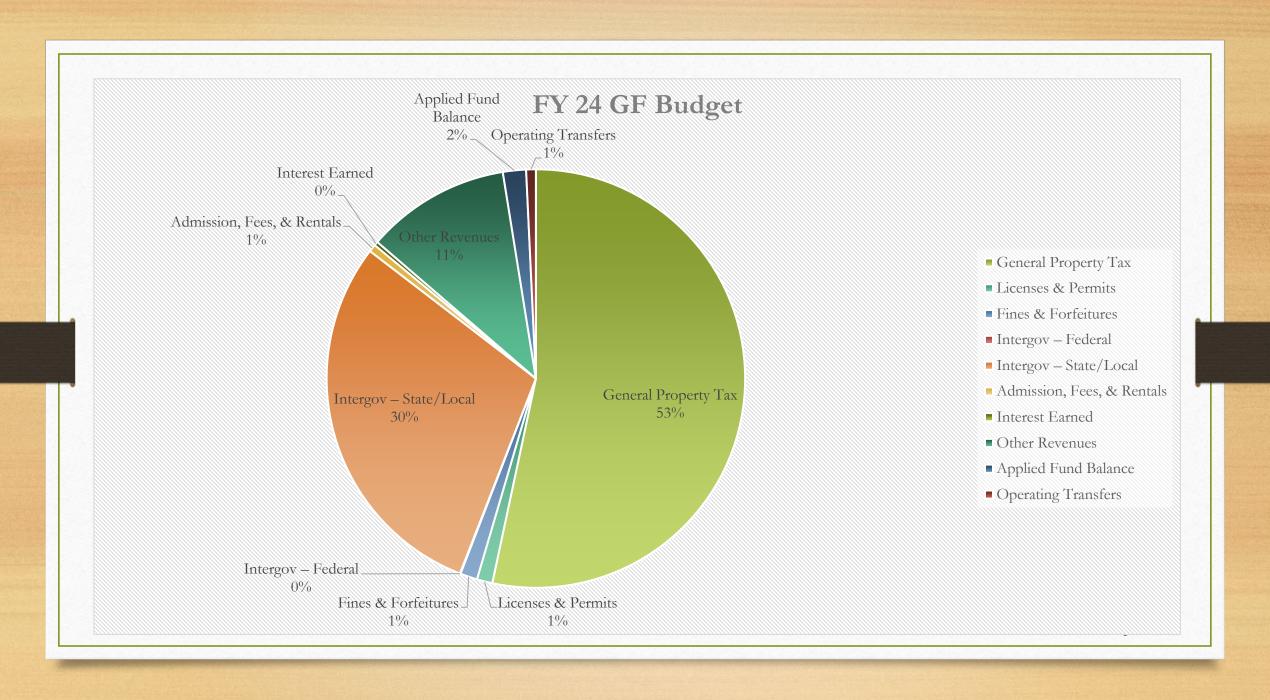
### YTD Top/Bottom GF Revenue Performers as % of Budget

#### **Key Top Performers**

Account	Budget	YTD Rev	% of Budget
Pro Rata Road Tax	\$670K	\$1.3M	183%
Motor Veh. Rental Tax	\$784K	\$1.0M	131%
Current Personal Taxes	\$19.2M	\$20.2M	105%
Public Utility Franchise	\$5.4M	\$4.9M	91%
Current Realty Taxes	\$36.6M	\$31.8M	87%
Building Permits	\$685K	\$624K	91%

#### **Bottom Performers**

Account	Budget	YTD Rev	% of Budget
Applied Fund Balance	\$2.2M	\$0	0%
Bus & Truck Privilege Tax	\$500K	<b>\$</b> O	0%
State Fire Protection	\$500K	\$0	0%
Water/Sewer Franchise Fee	\$972K	\$81K	8%
Indirect Cost	\$2.7M	\$371K	14%
Pro Rata State Sales Tax	\$32M	\$20.0M	63%

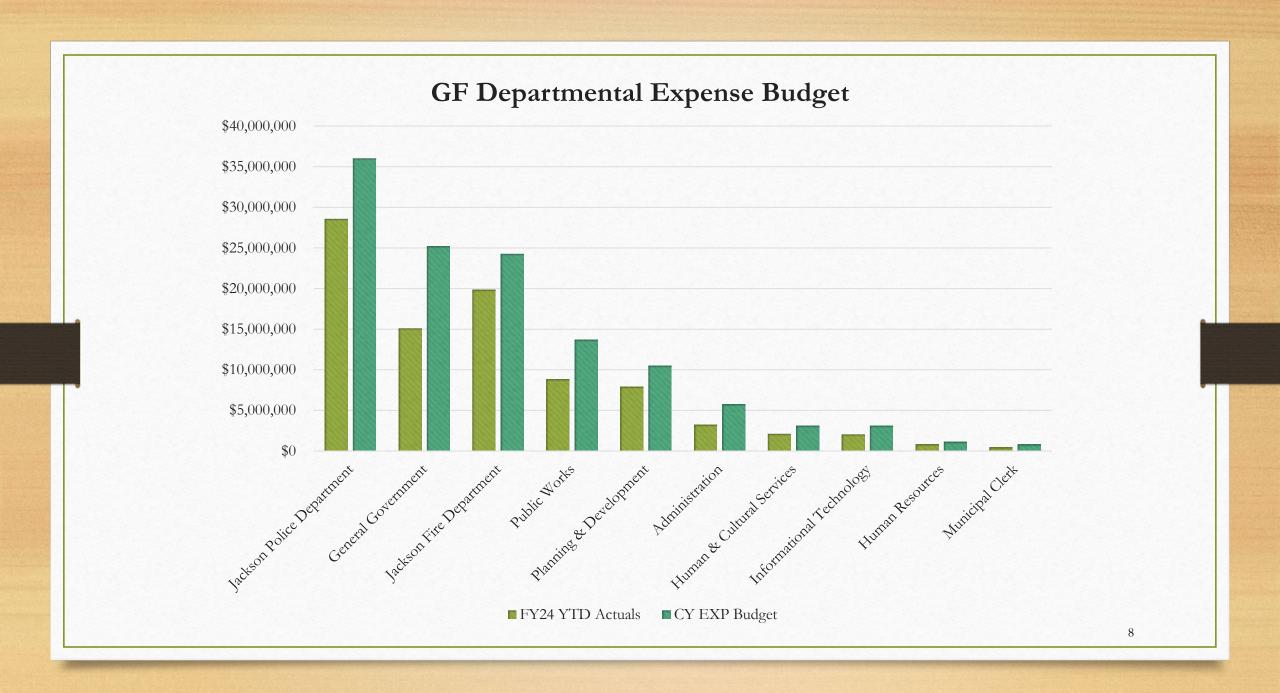


## YTD – Summary of Other Revenues Thru July 2024

Governmental Funds Revenue					
Account	FY 21 Actuals	FY 22 Actuals	FY 23 Actuals	FY24 YTD Actuals	CY REV Budget
Technology Fund - 0004	\$3,457,520	\$3,721,530	\$3,535,877	\$4,193,233	\$4,862,316
Disability Relief Fund - 0055	\$4,306,847	\$4,274,206	\$3,110,569	\$3,548,482	\$3,900,893
Employees Group Insurance Fund - 0057	\$5,795,254	\$13,652,439	\$13,445,094	\$12,106,434	\$15,882,908
Infrastructure Bond 2020 \$32M - 0157	\$14,567	\$203,110	\$112,710	\$32,882	\$9,067,059
1% Infrastructure Tax - 0173	\$13,048,831	\$13,491,470	\$13,646,009	\$12,287,230	\$21,057,587
Modernization Tax - 0372	\$4,233,418	\$7,284,282	\$10,190,451	\$5,752,684	\$9,857,470
Zoological Park - 0390	\$1,396,775	\$1,278,672	\$50,779	\$714,167	\$1,849,819
ARPA 2021 Fund - 0391	\$21,049,165	\$21,113,097	\$57,269	\$11,785	\$13,299,038
Proprietary Funds Revenue					
Account	FY 21 Actuals	FY 22 Actuals	FY 23 Actuals	FY24 YTD Actuals	CY REV Budget
Parks & Recreation Fund - 0005	\$5,048,803	\$6,035,815	\$2,403,836	\$4,158,622	\$7,110,566
Landfill/Sanitation Fund -0009	\$9,353,677	\$9,058,636	\$15,222,088	\$3,054,524	\$15,164,331
Transportation Fund - 0187	\$8,357,487	\$10,910,699	\$820,293	\$6,262,122	\$17,528,492
Zoological Park - 0390	\$1,396,775	\$1,278,672	\$50,779	\$714,167	\$1,849,819

## GF Departmental Expenditures Thru July 2024

Department	FY 21 Actuals	FY 22 Actuals	FY 23 Actuals	FY24 YTD Actuals	CY EXP Budget
Administration	\$3,198,378	\$3,140,378	\$3,070,506	\$3,238,259	\$5,759,633
Human & Cultural Services	\$3,995,426	\$2,810,183	\$2,436,014	\$2,081,260	\$3,117,379
Jackson Fire Department	\$16,195,619	\$17,913,279	\$18,119,779	\$19,830,817	\$24,250,475
Jackson Police Department	\$24,183,633	\$24,218,358	\$23,444,161	\$28,562,259	\$36,009,952
Public Works	\$7,637,903	\$8,330,084	\$8,243,191	\$8,816,978	\$13,687,321
General Government	\$18,986,135	\$16,324,254	\$10,019,147	\$15,074,480	\$25,209,888
Municipal Clerk	\$840,404	\$493,915	\$425,901	\$431,009	\$801,065
Planning & Development	\$7,195,613	\$6,078,208	\$6,210,670	\$7,890,373	\$10,478,257
Human Resources	\$685,229	\$802,835	\$789,671	\$834,099	\$1,122,316
Informational Technology	\$2,140,976	\$2,257,727	\$2,558,931	\$2,029,548	\$3,087,557
Departmental Totals	\$85,059,316	\$82,369,221	\$75,317,971	\$88,789,082	\$123,523,843



## Other Funds Expense Summary Thru July 2024

Fund	FY 21 Actuals	FY 22 Actuals	FY 23 Actuals	FY24 YTD Actuals	CY EXP Budget
Technology Fund - 0004	\$8,188,126	\$4,255,684	\$3,157,845	\$2,863,934	\$4,862,316
Parks & Recreation Fund - 0005	\$4,666,901	\$5,051,251	\$6,092,985	\$4,748,199	\$7,110,566
Landfill/Sanitation Fund -0009	\$9,836,152	\$9,170,018	\$8,756,431	\$10,199,379	\$15,164,331
Disability Relief Fund - 0055	\$4,306,664	\$4,203,533	\$3,119,174	\$3,548,482	\$3,900,893
Employees Group Insurance Fund - 0057	\$13,744,237	\$13,652,439	\$12,067,869	\$12,524,452	\$15,882,908
Infrastructure Bond 2020 \$32M - 0157	\$4,351,440	\$5,332,392	\$7,104,982	\$2,210,389	\$9,067,059
1% Infrastructure Tax - 0173	\$14,937,505	\$8,266,649	\$5,720,447	\$9,251,352	\$21,057,587
Transportation Fund - 0187	\$7,885,857	\$1,652,826	\$7,327,255	\$7,413,238	\$17,528,492
Modernization Tax - 0372	\$2,211,805	\$3,355,213	\$1,835,160	\$2,405,874	\$9,857,470
Zoological Park - 0390	\$1,114,226	\$1,150,090	\$1,211,326	\$1,190,331	\$1,849,819
ARPA 2021 Fund - 0391	\$0	\$9,428,467	\$16,133,419	\$10,642,939	\$13,299,038

## Personal Services Expenditures Thru July 2024

Department	FY 21 Actuals	FY 22 Actuals	FY 23 Actuals	FY24 YTD Actuals	CY EXP Budget
Administration	\$2,471,629	\$2,437,290	\$2,658,167	\$2,645,009	\$4,306,732
Human & Cultural Services	\$2,470,839	\$2,498,891	\$1,781,120	\$1,809,772	\$2,550,069
Jackson Fire Department	\$15,114,008	\$17,490,222	\$17,027,108	\$18,801,570	\$22,643,637
Jackson Police Department	\$18,989,784	\$19,565,476	\$18,628,285	\$23,934,497	\$29,411,346
Public Works	\$10,697,200	\$11,813,608	\$11,678,843	\$7,833,683	\$13,017,563
General Government	\$3,674,189	\$4,117,437	\$4,138,114	\$4,500,048	\$6,006,027
Municipal Clerk	\$369,417	\$368,528	\$363,768	\$367,292	\$571,546
Planning & Development	\$2,503,110	\$2,586,741	\$3,106,833	\$3,472,951	\$5,372,099
Human Resources	\$601,528	\$692,469	\$713,198	\$702,049	\$945,041
Informational Technology	\$1,929,162	\$2,013,334	\$2,280,474	\$1,828,190	\$2,518,438
Departmental Totals	\$58,820,865	\$63,583,996	\$62,375,911	\$65,895,060	\$87,342,498
Department	FY 21 Actuals	FY 22 Actuals	FY 23 Actuals	FY24 YTD Actuals	CY EXP Budget
Parks & Recreation	\$2,823,142	\$3,175,312	\$3,794,184	\$3,397,568	\$4,828,814

## FY 24 Labor Cost as % of Budget

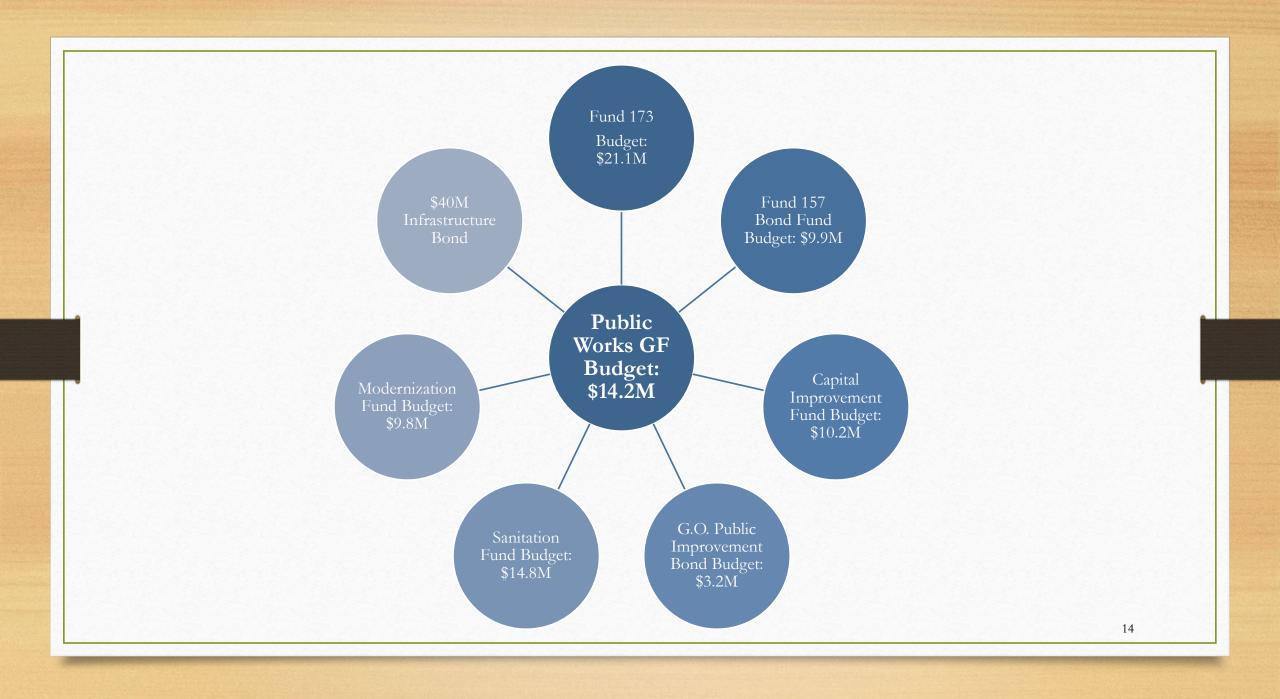
Department	CY EXP Budget	CY Labor Budget	% of Budget
Administration	\$5,759,633	\$4,306,732	74.8%
Human & Cultural Services	\$3,117,379	\$2,550,069	81.8%
Jackson Fire Department	\$24,250,475	\$22,643,637	93.4%
Jackson Police Department	\$36,009,952	\$29,411,346	81.7%
Public Works	\$13,687,321	\$7,930,002	57.9%
General Government	\$25,209,888	\$6,006,027	23.8%
Municipal Clerk	\$801,065	\$571,546	71.3%
Planning & Development	\$10,478,257	\$3,762,237	35.9%
Human Resources	\$1,122,316	\$945,041	84.2%
Informational Technology	\$3,087,557	\$2,518,438	81.6%
Departmental Totals	\$123,523,843	\$80,645,075	65.3%
Department	CY EXP Budget	CY EXP Budget	% of Budget
Parks & Recreation	\$7,110,566	\$4,828,814	67.9%

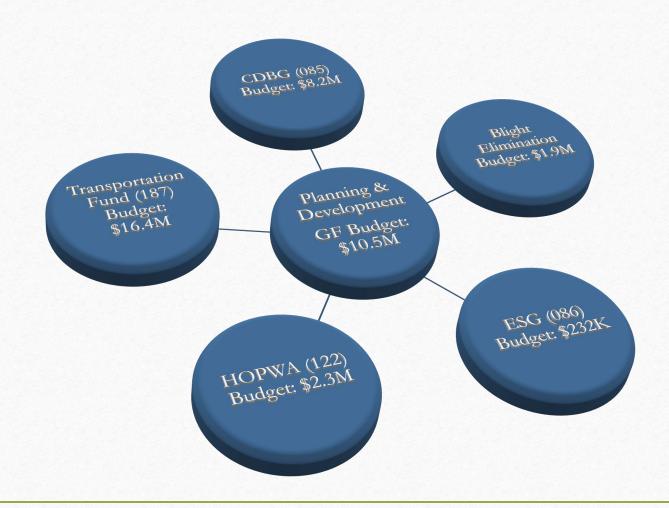




## Key Expenditures Thru July 2024

Public Safety - All Expenses					
Department	FY 21 Actuals	FY 22 Actuals	FY 23 Actuals	FY24 YTD Actuals	CY EXP Budget
Jackson Fire Department	\$20,625,780	\$20,988,371	\$19,263,053	\$20,169,653	\$25,233,095
Jackson Police Department	\$25,567,291	\$24,525,423	\$24,595,564	\$29,908,907	\$38,844,352
Departmental Totals	\$46,193,070	\$45,513,794	\$43,858,617	\$50,078,560	\$64,077,447
Public Works - All Expenses					
Department	FY 21 Actuals	FY 22 Actuals	FY 23 Actuals	FY24 YTD Actuals	CY EXP Budget
Public Works	\$126,817,141.68	\$114,192,503.57	\$119,613,247.15	\$62,682,072.17	\$324,943,555.74
Departmental Totals	\$126,817,142	\$114,192,504	\$119,613,247	\$62,682,072	\$324,943,556
Human & Cultural Services - All Expenses					
Department	FY 21 Actuals	FY 22 Actuals	FY 23 Actuals	FY24 YTD Actuals	CY EXP Budget
Human & Cultural Services	\$6,215,715	\$4,790,406	\$6,844,049	\$16,591,236	\$19,367,211
Departmental Totals	\$6,215,715	\$4,790,406	\$6,844,049	\$16,591,236	\$19,367,211
Planning & Development Services - All Exp	penses				
Department	FY 21 Actuals	FY 22 Actuals	FY 23 Actuals	FY24 YTD Actuals	CY EXP Budget
Planning & Development	\$17,628,070	\$18,370,266	\$16,771,040	\$20,717,444	\$49,993,268
Departmental Totals	\$17,628,070	\$18,370,266	\$16,771,040	\$20,717,444	\$49,993,268





**Debt Summary** 

As of:	September	30,	2024
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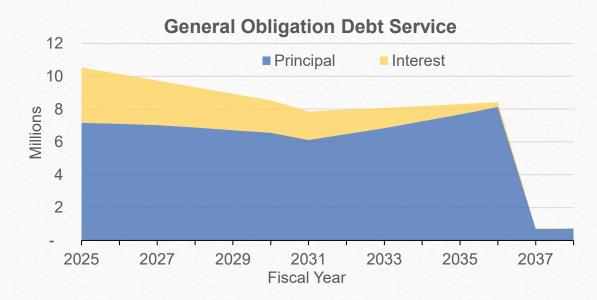
Series Name	Tax Status	Issue Size	Delivery Date	Final Maturity	Outstanding Par	Call Date
General Obligation						
Series 2013	Tax-Exempt	64,940,000	2/28/13	3/1/36	50,255,000	3/1/2023
Series 2015A	Tax-Exempt	17,465,000	12/17/15	5/1/36	16,735,000	5/1/2025
Series 2019	Tax-Exempt	7,000,000	10/16/19	11/1/24	7,000,000	
Series 2021	Tax-Exempt	16,920,000	2/25/21	3/1/30	10,910,000	
Series 2023	Tax-Exempt	7,500,000	12/22/22	12/1/37	9,500,000	12/1/2029
Total		113,825,000			94,400,000	
Special 1% Sales Tax						
Series 2020	Tax-Exempt	32,140,000	8/31/20	9/1/30	21,130,000	-
Total		32,140,000			21,130,000	
Tax Increment Financings						
Series 2010B TIF	Tax-Exempt	1,040,000	12/30/10	3/1/30	1,040,000	Any Time
Series 2018 (Eastover) TIF	Tax-Exempt	4,447,000	8/24/18	7/1/33	2,946,000	7/1/2026
Series 2018 (Westin) TIF	Tax-Exempt	1,750,000	10/15/18	3/15/29	847,000	3/15/2026
Series 2019 (Landmark) TIF	Tax-Exempt	1,762,000	8/27/19	3/1/34	1,300,000	Any Time
Series 2023 (Fondren) TIF	Tax-Exempt	954,000	4/27/23	3/1/38	912,000	Any Time
Total		9,953,000			7,045,000	
Jackson Redevelopment Authority	- Urhan Ronowal B	onde				
Series 2011-A (MDB)	Tax-Exempt	7,165,000	6/1/11	6/1/31	3,405,000	Any Time
Total	·	7,165,000			3,405,000	,
Grand Total		163,083,000			125,980,000	

Notes: (1) General Obligation Bonds Series 2019 issued for Water & Sewer emergency purposes.

(2) JRA Bonds are secured by a pledge of the City to fund debt service from its General Fund.

#### Current Debt - General Obligation Bonds

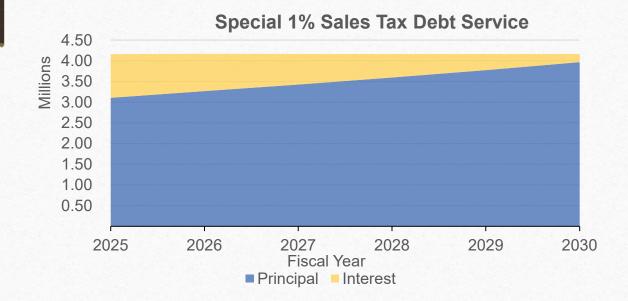
- ❖ FY 2025 debt service is \$10.5MM (approx. \$270K lower than FY 2024.
- ❖ Decreasing debt service structure creates current capacity for debt funded capital improvements while keeping debt service steady.
- ❖ Excludes \$7,122,500 principal and interest payment due on November 1, 2024 on the GO Series 2019 Notes.



	Total General Obligation Debt						
FY	Principal	Interest	Debt Service				
2025	7,165,000	3,376,518	10,541,518				
2026	7,110,000	3,032,719	10,142,719				
2027	7,025,000	2,713,350	9,738,350				
2028	6,885,000	2,459,189	9,344,189				
2029	6,720,000	2,218,689	8,938,689				
2030	6,560,000	1,981,090	8,541,090				
2031	6,120,000	1,740,671	7,860,671				
2032	6,485,000	1,492,900	7,977,900				
2033	6,845,000	1,231,455	8,076,455				
2034	7,260,000	932,018	8,192,018				
2035	7,685,000	616,390	8,301,390				
2036	8,135,000	283,223	8,418,223				
2037	685,000	51,372	736,372				
2038	720,000	17,406	737,406				
Total	85,400,000	22,146,989	107,546,989				

#### Current Debt – Special 1% Sales Tax Bonds

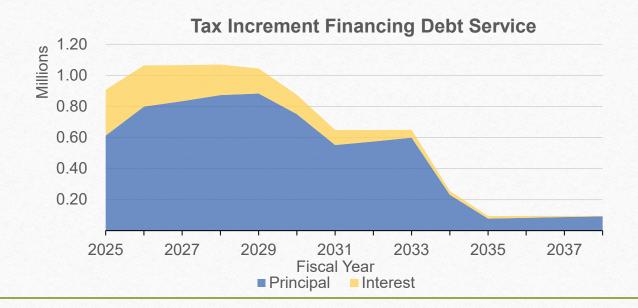
- The City issued its Special 1% Sales Tax Bonds in 2020 in an aggregate principal amount of \$32,140,000.
  - Currently outstanding in the amount of \$21,130,000 with a principal payment coming due on September 1, 2023.
- Debt was issued as "level debt service" with annual debt service of approx. \$4.2MM each year.



	Total Special 1% Sales Tax Debt							
FY	Principal	Interest	Debt Service					
2025	3,105,000	1,056,500	4,161,500					
2026	3,265,000	901,250	4,166,250					
2027	3,425,000	738,000	4,163,000					
2028	3,595,000	566,750	4,161,750					
2029	3,775,000	387,000	4,162,000					
2030	3,965,000	198,250	4,163,250					
Total	21,130,000	3,847,750	24,977,750					

#### Current Debt – Tax Increment Financing Bonds

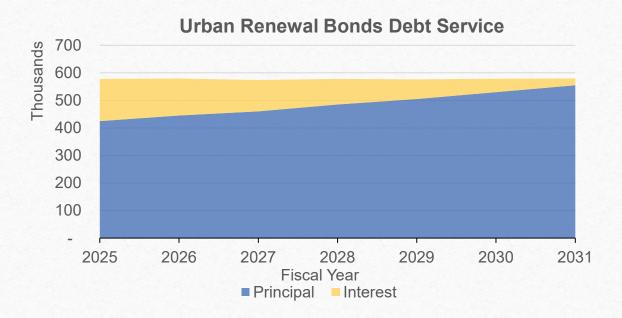
- From time to time, the City issues tax increment financing bonds (TIFs) to aid in economic development efforts.
- Last TIF Bond was issued in FY 2023 to fulfill a prior obligation related to the Fondren District.
- The County is a party (contributes a portion of its incremental taxes) to most of the City's outstanding TIFs.



	Total Tax	Increment Final	ncing Debt
FY	Principal	Interest	Debt Service
2025	612,653	294,476	907,128
2026	798,526	265,761	1,064,286
2027	834,022	231,956	1,065,978
2028	873,101	196,572	1,069,674
2029	883,790	160,006	1,043,796
2030	749,908	125,333	875,241
2031	551,000	97,690	648,690
2032	574,000	74,353	648,353
2033	599,000	49,992	648,992
2034	231,000	24,557	255,557
2035	77,000	16,802	93,802
2036	82,000	12,342	94,342
2037	87,000	7,602	94,602
2038	92,000	2,581	94,581
Total	7,045,000	1,560,021	8,605,021

#### Current Debt - Urban Renewal Bonds

- Urban Renewal Bonds are issued by the Jackson Redevelopment Authority.
- Currently, one series of debt is outstanding totaling \$3.4MM.
- ➤ Issues as "level debt service" with FY 2024 debt service at \$581,675.
- Final maturity in FY 2031.



	Total Urb	an Renewal B	onds Debt	
FY	Principal	Interest	Debt Service	
2025	425,000	153,225	578,225	
2026	445,000	134,100	579,100	
2027	460,000	114,075	574,075	
2028	485,000	93,375	578,375	
2029	505,000	71,550	576,550	
2030	530,000	48,825	578,825	
2031	555,000	24,975	579,975	
Total	3,405,000	640,125	4,045,125	

#### Drivers to Debt and Capacity

- All of the City's bond ratings have been withdrawn due to an inability to provide "timely" financial information (audit).
  - Increases the City's cost of borrowing; reduces capacity for future debt.
  - Producing a timely audit is important for the maintenance of the City's ratings (lower cost of borrowing) and prudent financial management.
- In addition to credit ratings, one of the main drivers to the City's ability to repay/issue debt is the City's assessed value.
  - Assessed Value is the driver to revenues and ability to fund operations and pay debt.
- Assessed values have remained relatively stagnant over the last several years.
  - From 2018-2022, AV has grown by 0.97% on average.

City of Jackson, MS Historical Assessed Values						
FY 2018 2019 2020 2021 2022						
Assessed Value	1,234,831,940	1,238,252,168	1,284,451,777	1,284,982,350		
YoY % Change	0.41%	0.28%	3.73%	0.04%		

Based on the City's audited financials and continuing disclosures.

#### Challenges and Opportunities

- ❖ Given market conditions and the City's withdrawn ratings, there are no current opportunities to refinance debt for savings.
- \* Addressing the \$7MM General Obligation Note, maturing on November 1, 2024 is a high priority.
- \* There is some (but limited) capacity for additional general obligation bonds to fund capital projects.
- Urban Renewal Bonds debt rolling off present an opportunity to funds projects.
- ❖ Modernization Tax Bonds are being pursued and funds expected to be in hand prior to the end of the 2024 fiscal year.

## **Debt Summary**

Mississippi Development Authority	Original Amount	Outstanding FY24	2024 Annual Payment	Maturity Date
Lighting Improvements (2017)	\$496,800	\$105,364	\$53,870	2026
Lighting Improvements (2021)	\$357,115	\$182,993	\$47,187	2028
Leases	Original Amount	Outstanding FY24	2024 Annual Payment	Maturity Date
2013 Energy	\$4,531,756	\$785,403	\$403,510	2026
2014 Energy Efficiency Project - Thalia Mara	\$2,877,473	\$0	\$166,776	2024
2019 Technology/Equipment	\$3,570,902	\$1,335,947	\$551,410	2026
2020 Fire Trucks Tech Equip	\$8,084,698	\$3,581,782	\$1,229,486	2027
Loans	Original Amount	Outstanding FY24	2024 Annual Payment	Maturity Date
2013 HUD	\$7,000,000	\$2,850,000	\$749,249	2028
Total	\$26,918,744	\$8,841,489	\$3,201,488	

## Preliminary Tax Millage

Tax Millage	FY22	FY23	FY24	FY25	YoY Change
General Fund	50.08	51.17	51.94	51.57	-0.37
Parks Fund	2.00	2.00	2.00	2.00	0.00
Bond & Interest Fund	5.45	<b>5.5</b> 0	4.23	4.46	0.23
Disability & Relief Fund	3.79	2.65	3.15	3.29	0.14
Library	1.71	1.71	1.71	1.71	0.00
Total Tax Millage	63.03	63.03	63.03	63.03	0.00

## Preliminary Assessed Value Levy Breakdown

\$1,294,537,532

Tax Revenue	FY22	FY23	FY24	FY25	YoY Change
General Fund	\$59,798,999	\$61,362,644	\$62,423,100	\$62,909,542	\$486,442
Parks Fund	\$2,388,139	\$2,398,384	\$2,403,662	\$2,439,773	\$36,111
Bond & Interest Fund	\$6,516,779	\$6,610,592	\$5,079,042	\$5,392,738	\$313,696
Disability & Relief Fund	\$4,531,852	\$3,185,103	\$3,782,266	\$3,978,051	\$195,785
Library	\$2,041,027	\$2,050,618	\$2,055,131	\$2,086,006	\$30,875
Total Tax Millage	\$75 <b>,</b> 277 <b>,</b> 627	\$75,607,341	\$75,743,201	\$76,806,110	\$1,062,909

## FY 24 Sanitation Billing/Collections

Month	Billed Amount	Collected Amount	Paid to City	Collection Rate
October	\$1,490,601	\$1,028,249	\$1,028,249	69.0%
November	\$1,493,184	\$902,190	\$902,190	60.4%
December	\$1,491,689	\$970,589	\$970,589	65.1%
January	\$1,501,497	\$1,312,906		87.4%
February	\$1,505,367	\$1,115,752		74.1%
March	\$1,505,376	\$986,537		65.5%
April	\$1,506,899	\$1,083,478		71.9%
May	\$1,503,643	\$985,996		65.6%
June	\$1,502,820	\$881,434		58.7%
Total	\$13,501,076	\$9,267,131	\$2,901,028	68.6%

#### **FY 25 Cost Pressures**

- Headwinds anticipated to cause cost pressures in FY 25:
  - PERS Cost increment Approximately \$450k
  - New FLSA Overtime Exemption Rules
  - Competitive pay for retention and talent acquisition
  - Inflation/cost of capital
  - Blight Elimination Funding
  - Hinds County Detention Center Fees
  - Election Commission \$500K

## FY 25 Preliminary GF Budget Summary

Department	ACTUAL 2023	Orig. BUD 2024	REVISED BUD 2024	ACTUAL 2024	BUDGET OFFICE FY25	% Actual to Rev. Budg	FY25 Vs. FY24 Orig.	FY25 vs. FY24 Rev
ADMINISTRATION	\$3,805,187	\$5,759,633	\$5,654,400	\$3,526,313	\$6,191,790	62.4%	\$432,157	\$537,390
HUMAN AND CULTURAL SVC	\$2,657,935	\$2,967,221	\$2,945,809	\$2,054,615	\$3,066,436	69.7%	\$99,215	\$120,627
FIRE DEPARTMENT	\$22,259,719	\$24,250,475	\$24,219,975	\$20,739,651	\$24,749,599	85.6%	\$499,124	\$529,624
POLICE DEPARTMENT	\$29,003,651	\$35,374,437	\$35,999,952	\$29,603,141	\$36,666,785	82.2%	\$1,292,348	\$666,833
PUBLIC WORKS	\$10,077,881	\$13,680,428	\$13,327,782	\$9,021,879	\$13,923,822	67.7%	\$243,394	\$596,040
GENERAL GOVT	\$20,314,898	\$24,824,888	\$25,109,744	\$16,156,508	\$25,375,656	64.3%	\$550,768	\$265,912
MUNICIPAL CLERK	\$590,915	\$801,065	\$777,640	\$467,225	\$1,257,268	60.1%	\$456,203	\$479,628
PLANNING & DEVELOPMENT	\$9,760,774	\$10,478,257	\$10,478,007	\$8,006,685	\$11,922,823	76.4%	\$1,444,566	\$1,444,816
PERSONNEL	\$992,238	\$1,122,316	\$1,112,040	\$863,679	\$1,228,740	77.7%	\$106,424	\$116,700
INFORMATION TECHNOLOGY	\$3,078,395	\$3,087,557	\$2,882,335	\$2,118,098	\$3,319,735	73.5%	\$232,178	\$437,400
Total	\$102,541,594	\$122,346,277	\$122,507,684	\$92,557,793	\$127,702,654	75.6%	\$5,356,377	\$5,194,970

# Questions?