



## Financial & Operational Trends – May, 2021

### Net gain in construction value from Building Permit Reports

	Current year:	One year ago:	Two years ago:
April 1 – April 30	\$7.66 million	\$1.44 million	\$1.97 million

### Fire & Rescue Call Data:

Month	April 2021	2020	2019	2018
Total number of emergencies	361	294	364	373
Percent fire calls	34%	28%	23%	25%
Percent calls downtown area*	70%	79%	75%	69%
Busiest time period by hour	9AM, 4PM	1PM, 7PM	5PM, 11PM	8AM
Percent of all calls 11pm to 7am	20%	17%	16%	25%
Number of critical care patients	24	18	17	25
Number multiple/back-to-back	122	104	137	171
Percent of multiple calls EMS	70%	68%	80%	68%
% of emergency responses within 6 min. response time (year-to-date)	78%	81%	82%	83%
Dates with more than 20 incidents	4/26 (21)	April 6 (15 Calls)	April 17 (23)	April 5,6,18
# of times working 3 or more calls	12	3	5	27
Total calls year to date	1401	1325	1624	1566

\*Downtown area covers N.Main St. to Elm St. to Union to Mechanic, and to the By-Pass

### Public Assistance Data:

City Relief				
Fiscal Year	2021	2020	2019	2018
Jul	\$1,965	\$ 957	\$6,068	\$6,454
Aug	\$830	\$5,046	\$5,603	\$6,700
Sept	\$780	\$2,981	\$5,008	\$1,624
Oct	\$484	\$2,989	\$8,406	\$3,664
Nov	\$1,430	\$2,872	\$9,725	\$7,816
Dec	\$2,342	\$6,208	\$7,436	\$6,516
Jan	\$2,615	\$2,125	\$5,138	\$6,050
Feb	\$3,412	\$1,132	\$8,738	\$5,063
Mar	\$1,358	\$1,777	\$5,671	\$5,232
Apr	\$1,330	\$1,383	\$6,898	\$8,395
May		\$5,248	\$4,319	\$6,262
Jun		\$660	\$1,710	\$2,793
Gross Relief	\$16,546	\$33,378	\$74,720	\$66,569
Reimbursements/Liens/refunds	\$ 5,903	\$6,190	\$1,951	\$ 691
01-477-499-0000				
Net Cost of Welfare	\$10,643	\$27,188	\$72,769	\$65,878

**Laconia Police Department – Monthly Activity Highlights:**

ACTIVITY	(April) THIS MONTH	CORRESPONDING MONTH LAST YEAR	TOTAL THIS YEAR TO DATE	TOTAL LAST YEAR TO DATE	% +/-
Calls for service	2,464	1,231	9,674	6,972	38.76
Criminal offenses investigated	280	184	1,077	967	11.38
Criminal off. cleared by arrest	183	66	763	593	28.67
Total # of physical arrests	101	39	427	354	20.62
M/V – Stops	1,180	32	3,816	2,252	69.45
M/V – Summonses	24	2	124	110	12.73
M/V – Written warnings	980	19	3,299	1,979	66.70
Accidents – Fatal	0	0	0	0	0
Accidents – Total	27	24	152	145	4.83
Accidents w/injury	3	5	28	32	-12.50
Parking tags issued	62	9	312	189	65.08
DWI	4	4	16	14	14.29
Intoxication	22	19	96	83	15.66

TYPE OF INCIDENT	# OF CALLS
<b>April, 2021:</b>	
Domestic disturbance	23
All other disturbances	104
Suicidal subjects	7
Attempted suicide	1
Suicide	0
Violation of restraining order	13
Barricaded subject	0

	# OF VOLUNTEER HOURS
<b>Volunteer Hours (LPD)</b>	0
<b>Volunteer Hours (VSU)</b>	0
<b>Victims Served</b>	0

**Property Tax Collection:**

	July Warrant Amt.	Dec. Warrant Amt.	Collected thru		Percentage Collected
2014	\$19,558,097	\$20,640,342	\$ 39,610,574	4/30/15	98.54%
2015	\$20,036,102	\$21,298,380	\$ 40,563,258	4/30/16	98.13%
2016	\$20,785,170	\$21,260,229	\$ 41,409,561	4/30/17	98.49%
2017	\$21,075,701	\$21,895,151	\$ 42,357,897	4/30/18	98.57%
2018	\$21,442,154	\$23,765,321	\$ 44,657,234	4/30/19	98.78%
2019	\$22,563,270	\$23,935,265	\$ 45,885,433	4/30/20	98.68%
2020	\$23,203,364	\$23,61,2210	\$ 46,357,101	4/30/21	99.02%

**Motor Vehicle Registration:**

Report as of Date: FISCAL YEAR	Through 4/30/2021 BUDGET	Year to date Revenue	Municipal Transportation Revenue	Total Motor Vehicle Revenue	% of Budget
2016	\$2,325,000	\$2,094,336	-0-	-0-	90.1%
2017	\$2,500,000	\$2,184,521	-0-	-0-	87.4%
2018	\$2,674,000	\$2,305,581	\$76,215	\$2,381,796	89.1%
2019	\$2,875,000	\$2,502,722	\$77,305	\$2,580,027	89.7%
2020	\$3,085,000	\$2,428,206	\$75,705	\$2,503,911	81.2%
2021	\$3,150,000	\$2,685,767	\$83,895	\$2,769,662	87.9%

**OVERTIME BY DEPARTMENT - Through March 31, 2020**  
**FY20 Budget**

	FY20 Budget		FY20 Expenses													PRIOR YR	PRIOR YR	
	Amount	% of Total	July	August	September	October	November	December	January	February	March	April	May	June	YTD Total	Percent	YTD EXP	TOTAL EXP
<b>FINANCE</b>	<b>500</b>	<b>0.08%</b>	0	0	0	0	0	0	128	0	0	9	0	0	<b>137</b>	<b>27.49%</b>	537	537
<b>LICENSE</b>	<b>250</b>	<b>0.04%</b>	0	0	0	0	0	0	0	0	0	0	0	0	-	<b>0.00%</b>	11	11
<b>PLANNING</b>	<b>2,000</b>	<b>0.31%</b>	120	236	452	348	449	239	83	92	192	100	0	0	<b>2,312</b>	<b>115.59%</b>	2,611	2,380
<b>CODE</b>	-	<b>0.00%</b>	0	25	104	33	33	8	22	39	47	0	0	0	<b>313</b>	<b>0.00%</b>	128	136
<b>ASSESSING</b>	-	<b>0.00%</b>	380	61	7	11	48	21	35	0	0	0	0	0	<b>562</b>	<b>0.00%</b>	246	472
<b>CITY CLERK</b>	<b>500</b>	<b>0.08%</b>	0	15	100	0	121	0	0	330	0	0	0	0	<b>566</b>	<b>113.13%</b>	885	884
<b>POLICE</b>																		
Overtime			9,782	15,527	17,352	14,199	-14,175	2,184	-11,829	6,676	8,815	-5,175	0	0	<b>43,356</b>		144,847	171,482
Holiday OT			0	0	0	0	0	12,288	15,263	6,019	0	0	0	0	<b>33,570</b>			
Incident OT			0	0	0	0	278	577	5,737	546	1,598	100	0	0	<b>8,796</b>			
Court OT			0	0	0	0	1,164	2,729	1,653	2,326	2,312	103	0	0	<b>10,287</b>			
Shift Coverage OT			0	0	0	0	335	3,022	4,482	4,540	2,798	1,188	0	0	<b>16,367</b>			
<b>TOTAL</b>	<b>125,000</b>	<b>19.10%</b>	<b>9,782</b>	<b>15,527</b>	<b>17,352</b>	<b>14,199</b>	<b>-12,398</b>	<b>20,760</b>	<b>15,307</b>	<b>20,108</b>	<b>15,523</b>	<b>-3,783</b>	<b>0</b>	<b>0</b>	<b>112,377</b>	<b>34.68%</b>	<b>144,847</b>	<b>171,482</b>
<b>FIRE</b>																		
Sick Hurt Coverage	<b>37,000</b>		1,292	1,841	1,588	5,403	812	5,152	4,525	4,066	3,887	5,162	0	0	<b>33,727</b>		45,822	53,982
Personal Time Coverage	<b>39,000</b>		5,692	6,964	1,798	3,762	2,178	0	5,521	3,966	4,791	458	0	0	<b>35,129</b>		28,982	32,899
Vacation Coverage	<b>57,000</b>		13,714	15,398	12,609	8,399	3,534	5,111	2,228	9,002	4,654	1,130	0	0	<b>75,778</b>		79,492	95,760
<b>Subtotal</b>	<b>133,000</b>		<b>20,698</b>	<b>24,203</b>	<b>15,994</b>	<b>17,564</b>	<b>6,524</b>	<b>10,263</b>	<b>12,274</b>	<b>17,033</b>	<b>13,332</b>	<b>6,749</b>	<b>0</b>	<b>-</b>	<b>144,634</b>		<b>154,297</b>	<b>182,641</b>
Extra Duty Coverage	<b>47,000</b>		4,763	3,707	6,736	3,523	11,166	2,856	6,456	2,842	3,387	2,590	0	0	<b>48,027</b>		44,862	50,269
Holiday Pay	<b>122,000</b>		12,409	0	11,520	10,881	10,542	21,260	31,151	10,318	0	0	0	0	<b>108,081</b>		103,758	114,162
<b>Subtotal</b>	<b>169,000</b>		<b>17,171</b>	<b>3,707</b>	<b>18,256</b>	<b>14,405</b>	<b>21,708</b>	<b>24,116</b>	<b>37,607</b>	<b>13,160</b>	<b>3,387</b>	<b>2,590</b>	<b>0</b>	<b>-</b>	<b>156,108</b>		<b>148,620</b>	<b>164,431</b>
<b>TOTALS</b>	<b>302,000</b>	<b>46.15%</b>	<b>37,869</b>	<b>27,910</b>	<b>34,251</b>	<b>31,969</b>	<b>28,232</b>	<b>34,379</b>	<b>49,880</b>	<b>30,193</b>	<b>16,720</b>	<b>9,339</b>	<b>0</b>	<b>-</b>	<b>300,742</b>	<b>99.58%</b>	<b>302,916</b>	<b>347,072</b>
<b>WELFARE</b>	<b>200</b>	<b>0.03%</b>	0	9	0	18	0	0	0	15	0	22	0	0	<b>64</b>	<b>32.04%</b>	302	331
<b>PARKS &amp; RECREATION</b>	<b>8,000</b>	<b>1.22%</b>	1,626	-201	344	260	402	640	1,109	-53	1,152	81	0	0	<b>5,360</b>	<b>66.99%</b>	8,451	10,454
<b>SOLID WASTE</b>	<b>11,000</b>	<b>1.68%</b>	940	3,967	173	821	201	31	248	-132	633	-2,001	0	0	<b>4,882</b>	<b>44.38%</b>	8,235	9,521
<b>PUBLIC WORKS</b>	<b>83,000</b>																	
Striping			0	0	0	0	0	0	0	0	0	0	0	0	-		-	-
Office			679	1,426	1,097	1,079	1,054	767	558	558	609	661	0	0	<b>8,486</b>		8,751	10,457
Road Maintenance			649	700	600	219	1,296	347	416	279	167	1,098	0	0	<b>5,771</b>		4,428	6,577
Winter Maintenance			0	0	0	0	129	0	0	110	-110	0	0	0	<b>129</b>		-	-
Plowing			0	0	0	0	4,457	15,459	29,147	16,941	714	6,280	0	0	<b>72,998</b>		94,515	94,515
OT - Temp Plowing			0	0	0	0	0	0	0	0	0	0	0	0	-		385	385
Sanding/Salting			0	0	0	0	0	0	0	0	0	0	0	0	-		-	-
City Engineering			252	439	283	339	557	229	284	99	343	895	0	0	<b>3,720</b>		311	914
Drain Maintenance			138	0	0	18	0	0	0	0	10	236	0	0	<b>402</b>		132	237
Parking/Traffic Control			294	60	0	0	0	60	92	0	0	0	0	0	<b>506</b>		1,729	3,222
Signs			0	0	0	0	0	0	0	0	0	0	0	0	-		-	-
Parking Garage			0	0	0	0	0	0	0	0	0	0	0	0	-		-	-
<b>TOTALS</b>	<b>83,000</b>	<b>12.68%</b>	<b>2,012</b>	<b>2,625</b>	<b>1,980</b>	<b>1,655</b>	<b>7,493</b>	<b>16,862</b>	<b>30,497</b>	<b>17,987</b>	<b>1,732</b>	<b>9,169</b>	<b>0</b>	<b>-</b>	<b>92,013</b>	<b>110.86%</b>	<b>110,251</b>	<b>116,306</b>
<b>SANITARY SEWER</b>	<b>20,000</b>																	
WRBP			303	746	640	1,237	942	758	214	27	508	397	0	0	<b>5,771</b>		6,474	##### #
Sewer Maintenance			350	57	152	412	248	260	273	214	317	799	0	0	<b>3,082</b>		1,873	4,023
<b>TOTALS</b>	<b>20,000</b>	<b>3.06%</b>	<b>653</b>	<b>803</b>	<b>792</b>	<b>1,650</b>	<b>1,189</b>	<b>1,017</b>	<b>487</b>	<b>241</b>	<b>825</b>	<b>1,196</b>	<b>0</b>	<b>-</b>	<b>8,853</b>	<b>44.26%</b>	<b>8,347</b>	<b>18,806</b>
<b>EMS - AMBULANCE</b>																		
Sick Hurt Coverage	<b>11,000</b>		0	1,902	0	2,628	0	979	4,126	7,024	3,102	0	0	0	<b>19,761</b>		7,106	8,853
Personal Time Coverage	<b>11,000</b>		0	2,333	472	1,329	1,456	0	429	490	0	0	0	0	<b>6,509</b>		6,245	6,245
Vacation Coverage	<b>27,000</b>		1,898	2,298	3,273	4,159	490	935	446	1,492	918	0	0	0	<b>15,909</b>		5,139	8,388
<b>Subtotal</b>	<b>49,000</b>		<b>1,898</b>	<b>6,534</b>	<b>3,745</b>	<b>8,117</b>	<b>1,946</b>	<b>1,915</b>	<b>5,000</b>	<b>9,005</b>	<b>4,020</b>	<b>0</b>	<b>0</b>	<b>-</b>	<b>42,179</b>		<b>18,490</b>	<b>23,486</b>
Extra Duty Coverage	<b>35,000</b>		3,365	1,688	6,912	7,342	-4,717	1,828	8,204	-1,979	3,322	2,208	0	0	<b>28,174</b>		42,847	51,844
Holiday Pay	<b>18,000</b>		2,368	0	1,428	2,126	1,278	2,834	4,116	1,560	0	0	0	0	<b>15,710</b>		15,422	16,808
<b>SUBTOTAL</b>	<b>53,000</b>		<b>5,734</b>	<b>1,688</b>	<b>8,340</b>	<b>9,468</b>	<b>-3,439</b>	<b>4,663</b>	<b>12,319</b>	<b>-419</b>	<b>3,322</b>	<b>2,208</b>	<b>0</b>	<b>0</b>	<b>43,884</b>		<b>58,270</b>	<b>68,652</b>
<b>TOTALS</b>	<b>102,000</b>	<b>15.59%</b>	<b>7,631</b>	<b>8,222</b>	<b>12,085</b>	<b>17,585</b>	<b>-1,493</b>	<b>6,577</b>	<b>17,320</b>	<b>8,586</b>	<b>7,342</b>	<b>2,208</b>	<b>0</b>	<b>-</b>	<b>86,063</b>	<b>84.38%</b>	<b>76,760</b>	<b>92,138</b>
<b>GRAND TOTAL</b>	<b>654,450</b>	<b>100.00%</b>	<b>61,013</b>	<b>59,199</b>	<b>67,640</b>	<b>68,549</b>	<b>24,278</b>	<b>80,536</b>	<b>115,117</b>	<b>77,405</b>	<b>44,166</b>	<b>16,340</b>	<b>-</b>	<b>-</b>	<b>614,243</b>	<b>93.86%</b>	<b>664,528</b>	<b>770,530</b>

**Parks & Recreation Facility Use Requests:**

	2020-21	2019-20	2018-19	2017-18	2016-17	2015-16	2014-15	2013-14	2012-13
July	5	10	24	18	4	3	15	2	2
August	9	10	10	15	11	18	4	4	3
September	7	7	4	3	5	4	5	3	1
October	7	10	6	4	7	5	2	4	2
November	7	3	3	4	2	6	6	5	4
December	0	0	0	0	0	4	7	4	12
January	0	11	11	6	5	9	10	0	3
February	9	10	6	6	8	13	6	10	12
March	6	4	8	11	12	9	12	19	10
April	19	8	5	8	13	8	16	12	11
May		3	9	12	2	8	10	9	7
June		8	1	3	6	11	10	18	14
<b>Total</b>	<b>69</b>	<b>84</b>	<b>87</b>	<b>90</b>	<b>75</b>	<b>98</b>	<b>103</b>	<b>90</b>	<b>81</b>

**Pending Grievances Summary:**

Date of Grievance	Union	Subject	Status	Cost thru 4/30/21
4/13/20	AFSCME	Union claims that employee was placed on unpaid Administrative Leave without just cause	<ul style="list-style-type: none"> <li>▪ 4/14/20 Grievance denied by DPW Director</li> <li>▪ 5/05/20 Grievance denied by City Manager</li> <li>▪ 5/13/20 Demand for Arbitration received from Union</li> <li>▪ 12/14/20 Arbitration hearing scheduled</li> <li>▪ 12/16/20 Arbitration hearing postponed by Union</li> <li>▪ 2/6/21 Arbitration hearing re-scheduled (postponed by Union)</li> </ul>	\$1,160.00
11/6/20	FIRE	Union wants FFs on a Laconia School department health plan to receive Opt Out payments	<ul style="list-style-type: none"> <li>▪ 11/6/20 Denied by Fire Chief</li> <li>▪ 11/16/20 Hearing held and denied by City Manager</li> <li>▪ 12/7/20 Demand for Arbitration received from Union</li> <li>▪ 6/8/21 Arbitration hearing scheduled</li> </ul>	\$234.00

**Impact Fee Revenues:**

	Total Revenue as of 6/30/2020	Revenue Year-to-Date	Transfer Out FY20 Year-to-date	Total Revenue as of 4/30/21
School	\$74,117.28	\$7,946.91	\$6,000.00	\$76,064.19
Police	\$911.02	\$721.27	-0-	\$1,632.29
Fire	\$14,075.11	\$1,651.89	-0-	\$15,727.00
Parks	\$644.28	\$2,010.34	\$719.50	\$1,935.12
Roads	\$14,421.72	\$2,718.57	-0-	\$17,140.29
Library	\$4,218.01	\$1,073.33	-0-	\$5,291.34
<b>Total Impact Fees Collected</b>	<b>\$108,387.42</b>	<b>16,122.31</b>	<b>6,719.5</b>	<b>\$123,790.23</b>

**Expendable Trust Balances:**

	Balance as of 4/30/21
Non-Capital Reserve Account	\$475,805.34
Accrued Leave Reserve Account	\$292,024.07
Winter Maintenance Reserve Account	\$80,766.91
Health Insurance Stabilization Account	\$171,410.53
Motorcycle Week Account	\$105,430.73
Fire Stabilization Account	-0-

**Tax Increment Financing Balances:**

	Balance as of 4/30/21
Downtown	\$1,078,365.17
Lakeport	\$37,760.00
Weirs	-\$117,919.63

**Boat Taxes:**

Report as of Date:	Through 4/30/21		
FISCAL YEAR	BUDGET	Year to date Revenue	% of Budget
2016	\$90,000	\$2,3448.15	26.02%
2017	\$85,000	\$20,102.20	23.65%
2018	\$85,000	\$26,408.31	31.07%
2019	\$85,000	\$26,752.52	31.47%
2020	\$90,000	\$33,225.88	36.92%
2021	\$100,000	\$59,013.91	59.01%

	General Fund Revenues*			General Fund Expenditures		
	Budgeted	Realized as of 4/30/2020		Budgeted	Realized as of 4/30/2021	
		Amount	Percent		Amount	Percent
2017	\$ 6,586,233	\$5,889,882	89.4%	\$27,590,902	\$21,698,911	78.6%
2018	\$ 8,029,176	\$6,725,184	83.6%	\$29,620,947	\$26,923,732	90.9%
2019	\$ 8,114,878	\$6,828,065	84.1%	\$30,659,544	\$23,516,632	76.7%
2020	\$ 8,499,359	\$7,007,886	82.5%	\$31,450,111	\$23,237,930	73.8%
2021	\$ 8,699,290	\$7,871,882	90.5%	\$31,383,486	\$26,490,367	84.4%

\*Does not include property tax collections noted elsewhere in this report

**EMS Billing History:**

Laconia Fire Department EMS Billing Report											
Month 2020-21	Total # Ambulance Responses 2019-20 EMS & Fire	# of Trips 2019-20 Billable	Total # Ambulance Responses 2020-21 EMS & Fire	# of Trips 2020-21 Billable	Gross Charge	Net Charge	% Billable	Write Offs	Payments	% of Payments to Net Charge	Balance Due
Jul	319	288	337	235	\$224,274.60	\$114,241.23	51%	\$2,842.40	\$78,142.66	68%	\$30,188.25
Aug	294	232	279	200	\$186,862.00	\$99,680.02	53%	\$667.81	\$65,987.28	66%	\$31,151.14
Sep	310	263	303	203	\$209,743.20	\$103,831.02	49%	\$100.00	\$76,668.73	73%	\$23,295.01
Oct	325	276	308	222	\$229,831.40	\$111,007.75	48%	\$200.00	\$75,964.52	67%	\$32,344.60
Nov	293	264	278	206	\$206,266.00	\$97,307.32	47%	\$600.00	\$63,105.23	65%	\$29,505.78
Dec	304	275	329	246	\$228,327.60	\$118,351.53	53%	\$979.63	\$76,949.33	65%	\$36,179.32
Jan	301	250	303	225	\$227,168.00	\$119,737.91	53%	\$800.00	\$67,683.61	56%	\$44,171.24
Feb	274	249	269	212	\$204,613.80	\$99,457.89	48%	\$1,300.00	\$60,608.56	60%	\$34,088.79
Mar	262	214	305	225	\$214,573.40	\$105,008.05	49%	\$2,407.12	\$49,167.74	47%	\$49,733.39
Apr	237	189	287	191	\$186,110.20	\$94,839.44	48%	\$863.00	\$5,897.90	6%	\$87,614.50
May											
June											
<b>Totals</b>	<b>2919</b>	<b>2500</b>	<b>2998</b>	<b>2165</b>	<b>\$2,117,770.20</b>	<b>\$1,063,462.16</b>	<b>50%</b>	<b>\$10,759.96</b>	<b>\$620,175.56</b>	<b>58%</b>	<b>\$398,272.02</b>

## Laconia Fire Department EMS Billing Report

Month 2019-20	Total # Ambulance Responses 2018-19 EMS & Fire	#of Trips 2018-19 Billable	Total # Ambulance Responses 2019-20 EMS & Fire	# of Trips 2019-20 Billable	Gross Charge	Net Charge	% Billable	Write Offs	Payments	% of Payments to Net Charge	Balance Due
Jul	348	296	319	288	\$214,724.40	\$113,023.23	53%	\$23,122.21	\$79,737.63	71%	\$10,099.92
Aug	372	292	294	232	\$205,433.00	\$101,956.65	50%	\$17,025.76	\$73,278.48	72%	\$11,414.41
Sep	324	256	310	263	\$223,674.20	\$107,068.86	48%	\$20,424.39	\$69,405.31	65%	\$16,872.16
Oct	343	280	325	276	\$233,602.80	\$114,764.94	49%	\$20,490.49	\$74,536.98	65%	\$18,097.86
Nov	319	254	293	264	\$204,256.40	\$97,152.78	48%	\$12,424.87	\$64,616.78	67%	\$18,365.40
Dec	298	235	304	275	\$244,800.40	\$121,604.95	50%	\$15,443.52	\$85,296.66	70%	\$20,562.58
Jan	347	265	301	250	\$224,449.00	\$115,362.63	51%	\$13,945.62	\$79,360.76	69%	\$20,835.38
Feb	320	256	274	249	\$213,594.80	\$116,075.15	54%	\$14,464.59	\$67,920.30	59%	\$31,404.15
Mar	378	319	262	214	\$198,666.60	\$97,424.58	49%	\$7,459.06	\$67,362.02	69%	\$21,964.19
Apr	312	254	237	189	\$152,405.40	\$75,394.93	49%	\$4,171.43	\$51,302.99	68%	\$17,991.09
May	290	258	291	212	\$196,319.60	\$93,752.89	48%	\$2,650.00	\$66,014.46	70%	\$23,742.65
June	346	299	320	228	\$206,106.00	\$97,253.35	47%	\$1,873.16	\$71,812.64	74%	\$22,157.93
<b>Totals</b>	<b>3997</b>	<b>3264</b>	<b>3530</b>	<b>2940</b>	<b>\$2,518,032.60</b>	<b>\$1,250,834.94</b>	<b>50%</b>	<b>\$153,495.10</b>	<b>\$850,645.01</b>	<b>68%</b>	<b>\$233,507.72</b>