

**CITY OF ESCANABA**

2018-19 Water Fund Budget Request Workpaper

Fund Number 333

**WATER FUND-INCOME STATEMENT**

	<u>Actual 2015-16</u>	<u>Actual 2016-17</u>	<u>Estimate 2017-18</u>	<u>Budget 2017-18</u>	<u>Budget 2018-19</u>	<u>\$ Change Col. 5-Col. 4</u>	<u>% Change Col. 5-Col. 4</u>
Operating Revenues	2,111,074	2,175,841	2,197,100	2,380,201	2,414,600	34,399	1.45%
Less:Operating Expenditures	1,743,351	1,773,233	1,951,419	2,247,512	2,288,129	40,617	1.81%
Net Operating Income	367,723	402,608	245,681	132,689	126,471	(6,218)	-4.69%
Plus:Interest Earnings	13,802	16,510	9,000	12,000	12,000	0	0.00%
Cap Improv Bond Fed Subsidy	63,002	60,988	58,600	58,600	56,150	(2,450)	-4.18%
Transfer from Health/Dental Insurance Fund	0	0	0	0	0	0	0.00%
Gain/(Loss) on Investments	14,871	(21,642)	0	0	0	0	0.00%
Less:Bond Interest Expense/Discount	235,069	223,532	202,300	202,300	189,120	(13,180)	-6.52%
<b>NET INCOME</b>	<b>224,329</b>	<b>234,932</b>	<b>110,981</b>	<b>989</b>	<b>5,501</b>	<b>4,512</b>	<b>456.22%</b>

**CITY OF ESCANABA**

2018-19 Water Fund Budget Request Workpaper

Fund Number 333

**WATER FUND-OPERATING REVENUES**

	<u>Actual 2015-16</u>	<u>Actual 2016-17</u>	<u>Estimate 2017-18</u>	<u>Budget 2017-18</u>	<u>Budget 2018-19</u>	<u>\$ Change Col. 5-Col. 4</u>	<u>% Change Col. 5-Col. 4</u>
Metered Sales	2,018,978	2,075,154	2,097,000	2,280,844	2,310,000	29,156	1.28%
Flat Rate	35,636	38,478	40,000	39,757	44,000	4,243	10.67%
Reconnection Fees	10,407	9,549	10,000	10,000	10,000	0	0.00%
Hydrant Rentals	7,013	13,075	7,000	9,000	10,000	1,000	11.11%
Penalties on Utility Collections	9,915	9,997	10,000	10,000	10,000	0	0.00%
State Grants - Winter Emergency Costs	0	0	0	0	0	0	0.00%
Tower Rent	15,600	15,600	15,600	15,600	15,600	0	0.00%
Insurance Reimbursements	0	0	0	0	0	0	0.00%
Miscellaneous Revenues	13,525	13,988	17,500	15,000	15,000	0	0.00%
<b>TOTAL OPERATING REVENUES</b>	<b>2,111,074</b>	<b>2,175,841</b>	<b>2,197,100</b>	<b>2,380,201</b>	<b>2,414,600</b>	<b>34,399</b>	<b>1.45%</b>

**CITY OF ESCANABA**

2018-19 Water Fund Budget Request Workpaper

Fund Number **333**

**REQUEST FOR OPERATING EXPENSES-TOTAL WATER FUND**

Description of Request	Actual 2015-16	Actual 2016-17	Estimate 2017-18	Budget 2017-18	Request 2018-19	Recommended 2018-19	Final 2018-19	\$ Change Col. 7-Col. 4	% Change Col. 7-Col. 4
REQUEST FOR ADMINISTRATIVE EXPENSES	577,003	531,056	610,522	774,288	743,358	743,358	743,358	(30,930)	-3.99%
REQUEST FOR PRODUCTION EXPENSES	374,411	383,591	407,000	506,965	515,212	515,212	515,212	8,247	1.63%
REQUEST FOR TRANSMISSION/DISTRIBUTION EXPENSE	180,848	218,549	240,800	261,266	285,616	285,616	285,616	24,350	9.32%
REQUEST FOR CUSTOMER SERVICE EXPENSES	40,392	47,171	67,600	72,845	83,962	83,962	83,962	11,117	15.26%
REQUEST FOR OTHER EXPENSES	570,697	592,866	625,497	632,148	659,981	659,981	659,981	27,833	4.40%
<b>TOTAL OPERATING EXPENSES</b>	<b>1,743,351</b>	<b>1,773,233</b>	<b>1,951,419</b>	<b>2,247,512</b>	<b>2,288,129</b>	<b>2,288,129</b>	<b>2,288,129</b>	<b>40,617</b>	<b>1.81%</b>

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# CITY OF ESCANABA

## 2018-19 Water Fund Budget Request Workpaper

Fund Number 333

### REQUEST FOR CAPITAL EXPENDITURES

		Actual 2015-16	Actual 2016-17	Estimate 2017-18	Budget 2017-18	Request 2018-19	Recommended 2018-19	Final 2018-19	\$ Change Col. 7-Col. 4	% Change Col. 7-Col. 4
	Description of Request									
	Plant Improvements for DBP's & Sanitary Survey Issues				200,000	200,000	200,000	200,000	0	0.00%
	Upgrade Video, Fire & Intrusion Security Systems				20,000	0	0	0	(20,000)	-100.00%
	SCADA Upgrade from Windows XP				25,000	0	0	0	(25,000)	-100.00%
	Upgrade/Replace CI2 Online Analyzer				20,000	0	0	0	(20,000)	-100.00%
	Replace CI2 Regulators & Ejectors				6,000	0	0	0	(6,000)	-100.00%
541-136	-000 Structures and Improvements	39,605	14,533	100,000	271,000	200,000	200,000	200,000	(71,000)	-26.20%
	Color Spectromometer				4,000	0	0	0	(4,000)	-100.00%
	Autoclave				0	14,000	14,000	14,000	14,000	NEW
541-140	-608 Laboratory Equipment	0	0	4,000	4,000	14,000	14,000	14,000	10,000	250.00%
	Lawn Mower				0	8,000	0	8,000	8,000	NEW
	Vibrator Compactor				0	10,000	10,000	10,000	10,000	NEW
	Portable Arrow Board				0	6,500	6,500	6,500	6,500	NEW
	3/4 Ton 4x4 Service Truck (Replaces #116)				0	0	0	35,000	35,000	NEW
	Miscellaneous Tools				5,000	0	0	0	(5,000)	-100.00%
541-140	-612 Tools & Equipment	399	0	5,000	5,000	24,500	16,500	59,500	54,500	1090.00%
	Printer				3,500	0	0	0	(3,500)	-100.00%
541-146	-100 Office Equipment & Furniture	0	0	1,500	3,500	0	0	0	(3,500)	-100.00%
	1st Ave. South Main Replacement				0	100,000	100,000	100,000	100,000	NEW
	1st Ave. South Main Replacement (For Additional Unknown Costs)				0	350,000	350,000	350,000	350,000	NEW
	Truck Mounted Tablets for GIS System				3,000	0	0	0	(3,000)	-100.00%
	Miscellaneous Tools (Dist. Crew)				5,000	0	0	0	(5,000)	-100.00%
	Leak Detection Equipment				4,000	0	0	0	(4,000)	-100.00%
	Painting Fire Hydrants				42,500	45,000	45,000	45,000	2,500	5.88%
541-152	-00X Transmission/Distribution Mains	19,305	49,118	56,000	54,500	495,000	495,000	495,000	440,500	808.26%
	New Meters				200,000	200,000	200,000	200,000	0	0.00%
	Large Meter Replacement				20,000	20,000	20,000	20,000	0	0.00%
541-152	-005 Meters	62,260	136,195	185,000	220,000	220,000	220,000	220,000	0	0.00%
<b>TOTAL CAPITAL OUTLAY</b>		<b>121,569</b>	<b>199,846</b>	<b>351,500</b>	<b>558,000</b>	<b>953,500</b>	<b>945,500</b>	<b>988,500</b>	<b>430,500</b>	<b>77.15%</b>

**CITY OF ESCANABA**

**2018-19 Water Fund Budget Request Workpaper**

Fund Number

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Activity Number

600

**REQUEST FOR ADMINISTRATIVE EXPENSES**

Description of Request	Actual 2015-16	Actual 2016-17	Estimate 2017-18	Budget 2017-18	Request 2018-19	Recommended 2018-19	Final 2018-19	\$ Change Col. 7-Col. 4	% Change Col. 7-Col. 4
Superintendent				33,309	33,975	33,975	33,975	666	2.00%
Part-Time Secretary				6,188	6,851	6,851	6,851	663	10.71%
702 -000 Salaries and Wages	37,406	38,572	39,497	39,497	40,826	40,826	40,826	1,329	3.36%
703 -200 Holiday Leave	17,003	17,248	17,335	17,335	17,545	17,545	17,545	210	1.21%
703 -300 Sick Leave	16,113	8,327	1,500	7,830	2,255	2,255	2,255	(5,575)	-71.20%
703 -400 Vacation Pay	33,330	32,498	28,000	28,853	22,678	22,678	22,678	(6,175)	-21.40%
703 -500 Longevity Pay	2,150	2,057	575	575	775	775	775	200	34.78%
703 -600 Family Leave	3,608	2,938	3,000	3,753	3,796	3,796	3,796	43	1.15%
703 -700 Workers' Disability	0	0	0	0	0	0	0	0	0.00%
712 -000 Pension, Social Security & W/C Overhead on Salaries and Wages	166,032	161,282	145,000	<u>213,402</u> 213,402	<u>209,374</u> 209,374	<u>209,374</u> 209,374	<u>209,374</u> 209,374	(4,028) (4,028)	-1.89% -1.89%
713 -000 Health/Rx/Dental/Vision/Life Co-Pay Life and Hospital Insurance	110,195	77,355	67,000	149,955 <u>(23,902)</u> 126,053	122,339 <u>(18,898)</u> 103,441	122,339 <u>(18,898)</u> 103,441	122,339 <u>(18,898)</u> 103,441	(27,616) 5,004 (22,612)	-18.42% -20.94% -17.94%
726 -000 Supplies-Miscellaneous	2,591	2,454	2,400	2,400	2,400	2,400	2,400	0	0.00%
727 -000 Office Supplies	1,051	643	850	800	850	850	850	50	6.25%
740 -000 Building Supplies	1,491	2,279	1,400	1,400	1,400	1,400	1,400	0	0.00%
801 -000 Professional Technical Assistance Professional Services	11,600	15,116	120,000	<u>150,000</u> 150,000	<u>150,000</u> 150,000	<u>150,000</u> 150,000	<u>150,000</u> 150,000	0 0	0.00% 0.00%

**CITY OF ESCANABA**

**2018-19 Water Fund Budget Request Workpaper**

Fund Number

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Activity Number

600

**REQUEST FOR ADMINISTRATIVE EXPENSES**

	<u>Actual</u> <u>2015-16</u>	<u>Actual</u> <u>2016-17</u>	<u>Estimate</u> <u>2017-18</u>	<u>Budget</u> <u>2017-18</u>	<u>Request</u> <u>2018-19</u>	<u>Recommended</u> <u>2018-19</u>	<u>Final</u> <u>2018-19</u>	<u>\$ Change</u> <u>Col. 7-Col. 4</u>	<u>% Change</u> <u>Col. 7-Col. 4</u>
Description of Request									
Lab Certification (Every 3 Years)				0	2,500	2,500	2,500	2,500	NEW
Water Supply Supervision Program(MDPH)				6,000	6,000	6,000	6,000	0	0.00%
WPDES				150	150	150	150	0	0.00%
801 -200 Special Services	8,334	556	6,150	6,150	8,650	8,650	8,650	2,500	40.65%
803 -000 Miss Dig	22,143	22,716	21,000	21,000	21,000	21,000	21,000	0	0.00%
850 -000 Telephones	1,866	3,084	4,000	2,000	4,000	4,000	4,000	2,000	100.00%
860 -000 Travel Expense, Auto Allowance	862	716	1,500	2,000	2,000	2,000	2,000	0	0.00%
881 -000 Sales Promotion	0	0	0	0	0	0	0	0	0.00%
900 -000 Consumer Confidence Reports Printing and Publishing	3,701	3,209	5,000	4,200	5,000	5,000	5,000	800	19.05%
910 -000 Insurance and Bonds	4,828	11,636	10,000	6,900	6,900	6,900	6,900	0	0.00%
920 -100 Utilities-Electric	90,151	84,782	90,000	90,000	90,000	90,000	90,000	0	0.00%
920 -200 Utilities-Gas	17,910	17,641	18,000	20,000	20,000	20,000	20,000	0	0.00%
920 -300 Utilities-Wastewater	12,542	16,332	13,000	12,500	13,000	13,000	13,000	500	4.00%
931 -000 Office, Lunch Area, Lobby Repairs to Structures(Admin)	2,651	152	400	1,000	1,000	1,000	1,000	0	0.00%
932 -000 Computers Repairs to Equipment	1,362	552	1,800	3,500	3,500	3,500	3,500	0	0.00%
943 -000 Rental of Equipment	246	425	2,000	1,000	1,000	1,000	1,000	0	0.00%
950 -000 Uncollectable Accounts	0	0	0	750	750	750	750	0	0.00%

**CITY OF ESCANABA**

**2018-19 Water Fund Budget Request Workpaper**

Fund Number

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Activity Number

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**REQUEST FOR ADMINISTRATIVE EXPENSES**

	<u>Actual</u> <u>2015-16</u>	<u>Actual</u> <u>2016-17</u>	<u>Estimate</u> <u>2017-18</u>	<u>Budget</u> <u>2017-18</u>	<u>Request</u> <u>2018-19</u>	<u>Recommended</u> <u>2018-19</u>	<u>Final</u> <u>2018-19</u>	<u>\$ Change</u> <u>Col. 7-Col. 4</u>	<u>% Change</u> <u>Col. 7-Col. 4</u>
<b>Description of Request</b>									
MML Environmental Affairs Assessment				290	290	290	290	0	0.00%
Water Environment Federation (WET)				325	325	325	325	0	0.00%
American Water Works Association				300	300	300	300	0	0.00%
958 -000 Memberships and Dues	653	670	915	915	915	915	915	0	0.00%
Salaries and Wages				4,675	4,503	4,503	4,503	(172)	-3.68%
Renewals & Certification Exams				500	500	500	500	0	0.00%
Registrations				3,200	3,200	3,200	3,200	0	0.00%
Travel				1,800	1,800	1,800	1,800	0	0.00%
960 -000 Education and Training	5,861	7,369	10,000	10,175	10,003	10,003	10,003	(172)	-1.69%
962 -000 Damage to Private Property	0	0	0	0	0	0	0	0	0.00%
977 -000 Capital Outlay-Equipment	1,323	248	0	0	0	0	0	0	0.00%
979 -000 Books, Magazines and Periodicals	0	199	200	300	300	300	300	0	0.00%
<b>TOTAL ADMINISTRATIVE EXPENSES</b>	<b>577,003</b>	<b>531,056</b>	<b>610,522</b>	<b>774,288</b>	<b>743,358</b>	<b>743,358</b>	<b>743,358</b>	<b>(30,930)</b>	<b>-3.99%</b>



**CITY OF ESCANABA**

**2018-19 Water Fund Budget Request Workpaper**

Fund Number

333

Activity Number

610

**REQUEST FOR PRODUCTION EXPENSES**

	<u>Actual</u> <u>2015-16</u>	<u>Actual</u> <u>2016-17</u>	<u>Estimate</u> <u>2017-18</u>	<u>Budget</u> <u>2017-18</u>	<u>Request</u> <u>2018-19</u>	<u>Recommended</u> <u>2018-19</u>	<u>Final</u> <u>2018-19</u>	<u>\$ Change</u> <u>Col. 7-Col. 4</u>	<u>% Change</u> <u>Col. 7-Col. 4</u>
702 -000 Salaries and Wages	206,871	193,762	182,000	182,965	191,212	191,212	191,212	8,247	4.51%
726 -000 Supplies-Miscellaneous	0	0	0	0	0	0	0	0	0.00%
Soda Ash				65,000	65,000	65,000	65,000	0	0.00%
Alum				90,000	90,000	90,000	90,000	0	0.00%
Chlorine				14,000	14,000	14,000	14,000	0	0.00%
Flouride				11,000	11,000	11,000	11,000	0	0.00%
Carbon				4,000	4,000	4,000	4,000	0	0.00%
Polymer				0	0	0	0	0	0.00%
728 -000 Plant Chemicals	129,516	113,442	130,000	184,000	184,000	184,000	184,000	0	0.00%
LT 2 Sampling (New requirement 2016)				4,000	4,000	4,000	4,000	0	0.00%
Private Lab Fees				11,000	11,000	11,000	11,000	0	0.00%
State Lab Fees				7,500	7,500	7,500	7,500	0	0.00%
Unregulated Contaminant Monitoring Rule 4				15,000	15,000	15,000	15,000	0	0.00%
On-Site Laboratory Testing				7,500	7,500	7,500	7,500	0	0.00%
728 -100 Laboratory Chemicals and Supplies	22,023	25,625	40,000	45,000	45,000	45,000	45,000	0	0.00%
801 -000 Professional Services	0	7,500	25,000	45,000	45,000	45,000	45,000	0	0.00%
920 -400 Diesel Fuel-Generator	1,463	412	1,200	2,000	2,000	2,000	2,000	0	0.00%
931 -702 Repairs to Structures-Labor	709	216	400	500	500	500	500	0	0.00%
931 -726 Repairs to Structures-Supplies	252	4,803	4,000	6,000	6,000	6,000	6,000	0	0.00%
931 -881 Repairs-Equipment	11,384	35,094	9,000	24,000	24,000	24,000	24,000	0	0.00%
931 -882 Repairs-Tanks	0	847	14,000	15,000	15,000	15,000	15,000	0	0.00%
932 -000 Repairs to Equipment	387	102	400	500	500	500	500	0	0.00%
943 -880 Equipment Rental-Structures & Improver	1,806	1,758	1,000	2,000	2,000	2,000	2,000	0	0.00%
943 -881 Equipment Rental-Maintenance of Equip	0	30	0	0	0	0	0	0	0.00%
<b>TOTAL PRODUCTION EXPENSES</b>	<b>374,411</b>	<b>383,591</b>	<b>407,000</b>	<b>506,965</b>	<b>515,212</b>	<b>515,212</b>	<b>515,212</b>	<b>8,247</b>	<b>1.63%</b>

**CITY OF ESCANABA**

**2018-19 Water Fund Budget Request Workpaper**

**Fund Number 333 Activity Number 620**  
**REQUEST FOR TRANSMISSION/DISTRIBUTION EXPENSES**

	<u>Actual</u>	<u>Actual</u>	<u>Estimate</u>	<u>Budget</u>	<u>Request</u>	<u>Recommended</u>	<u>Final</u>	<u>\$ Change</u>	<u>% Change</u>
<u>Description of Request</u>	<u>2015-16</u>	<u>2016-17</u>	<u>2017-18</u>	<u>2017-18</u>	<u>2018-19</u>	<u>2018-19</u>	<u>2018-19</u>	<u>Col. 7-Col. 4</u>	<u>Col. 7-Col. 4</u>
702 -880 Labor-Maintenance of Structures & Impr	417	0	500	659	666	666	666	7	1.06%
702 -881 Labor-Maintenance of Equipment	461	0	900	2,216	3,513	3,513	3,513	1,297	58.53%
702 -883 Labor-Maintenance of Mains	3,125	4,815	12,000	15,742	15,854	15,854	15,854	112	0.71%
702 -884 Labor-Maintenance of Services	106,728	108,096	100,000	107,880	105,642	105,642	105,642	(2,238)	-2.07%
702 -885 Labor-Maintenance of Hydrants	10,615	5,476	15,000	16,469	16,641	16,641	16,641	172	1.04%
726 -880 Supplies-Maintenance of Structures & Irr	825	221	300	500	500	500	500	0	0.00%
726 -881 Supplies-Maintenance of Equipment	2,619	(30)	500	1,000	1,000	1,000	1,000	0	0.00%
726 -882 Supplies-Maintenance of Tanks	0	0	0	500	500	500	500	0	0.00%
726 -883 Supplies-Maintenance of Mains	4,313	6,202	5,000	9,000	9,000	9,000	9,000	0	0.00%
726 -884 Supplies-Maintenance of Services	29,201	26,814	25,000	35,000	35,000	35,000	35,000	0	0.00%
726 -885 Supplies-Maintenance of Hydrants	3,767	1,070	15,000	20,000	20,000	20,000	20,000	0	0.00%
801 -000 Professional Services	0	27,000	18,000	20,000	20,000	20,000	20,000	0	0.00%
931 -883/884 Winter Main & Service Line Breaks	211	15,092	22,000	0	25,000	25,000	25,000	25,000	NEW
932 -000 Repairs to Equipment	21	0	0	0	0	0	0	0	0.00%
943 -880 Equipment Rental-Main. of Structures & I	18	0	0	0	0	0	0	0	0.00%
943 -881 Equipment Rental-Main. of Equipment	0	0	0	0	0	0	0	0	0.00%
943 -883 Equipment Rental-Main. of Mains	602	2,762	3,000	3,500	3,500	3,500	3,500	0	0.00%
943 -884 Equipment Rental-Main. of Services	16,699	19,416	22,000	27,000	27,000	27,000	27,000	0	0.00%
943 -885 Equipment Rental-Main. of Hydrants	1,226	1,615	1,600	1,800	1,800	1,800	1,800	0	0.00%
<b>TOTAL TRANSMISSION/DISTRIBUTION</b>	<b>180,848</b>	<b>218,549</b>	<b>240,800</b>	<b>261,266</b>	<b>285,616</b>	<b>285,616</b>	<b>285,616</b>	<b>24,350</b>	<b>9.32%</b>

**CITY OF ESCANABA**

**2018-19 Water Fund Budget Request Workpaper**

Fund Number

333

Activity Number

630

**REQUEST FOR CUSTOMER SERVICE EXPENSES**

	<u>Actual 2015-16</u>	<u>Actual 2016-17</u>	<u>Estimate 2017-18</u>	<u>Budget 2017-18</u>	<u>Request 2018-19</u>	<u>Recommended 2018-19</u>	<u>Final 2018-19</u>	<u>\$ Change Col. 7-Col. 4</u>	<u>% Change Col. 7-Col. 4</u>
702 -500 Labor-Cross Connection Control	4,622	2,911	6,000	3,734	9,495	9,495	9,495	5,761	154.28%
702 -502 Labor-Operation of Meters	0	92	5,000	5,653	5,406	5,406	5,406	(247)	-4.37%
702 -503 Labor-Service to Customers	26,174	27,695	26,000	24,758	24,361	24,361	24,361	(397)	-1.60%
726 -500 Supplies-Cross Connection Control	0	0	20,000	26,000	30,000	30,000	30,000	4,000	15.38%
726 -502 Supplies-Operation of Meters	484	9,523	3,500	1,500	3,500	3,500	3,500	2,000	133.33%
726 -503 Supplies-Service to Customers	430	17	100	500	500	500	500	0	0.00%
Replacement				3,000	3,000	3,000	3,000	0	0.00%
Thawing Water Services				200	200	200	200	0	0.00%
931 -600 Thawing Water Services	2,091	9	1,500	3,200	3,200	3,200	3,200	0	0.00%
943 -000 Equipment Rental	6,591	6,924	5,500	7,500	7,500	7,500	7,500	0	0.00%
<b>TOTAL CUSTOMER SERVICE EXPENSES</b>	<b>40,392</b>	<b>47,171</b>	<b>67,600</b>	<b>72,845</b>	<b>83,962</b>	<b>83,962</b>	<b>83,962</b>	<b>11,117</b>	<b>15.26%</b>

**CITY OF ESCANABA**

**2018-19 Water Fund Budget Request Workpaper**

Fund Number **333**

Activity Number

**640/999**

**REQUEST FOR OTHER EXPENSES**

	<u>Actual</u> <u>2015-16</u>	<u>Actual</u> <u>2016-17</u>	<u>Estimate</u> <u>2017-18</u>	<u>Budget</u> <u>2017-18</u>	<u>Request</u> <u>2018-19</u>	<u>Recommended</u> <u>2018-19</u>	<u>Final</u> <u>2018-19</u>	<u>\$ Change</u> <u>Col. 7-Col. 4</u>	<u>% Change</u> <u>Col. 7-Col. 4</u>
968 -000 <u>Description of Request</u> Depreciation Expense	383,775	395,924	423,000	427,064	456,500	456,500	456,500	29,436	6.89%
999 -100 General Fund Charges Overhead Allocation	186,922	196,942	202,497	205,084	203,481	203,481	203,481	(1,603)	-0.78%
<b>TOTAL OTHER EXPENSES</b>	<b>570,697</b>	<b>592,866</b>	<b>625,497</b>	<b>632,148</b>	<b>659,981</b>	<b>659,981</b>	<b>659,981</b>	<b>27,833</b>	<b>4.40%</b>