



## Financial & Operational Trends – June, 2023

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

	Current year:	One year ago:	Two years ago:
April 1 – May 31	\$7,081,750	\$13,880,556	\$14,768,924

### Fire & Rescue Call Data:

Month	May 2023	2022	2021	2020
Total number of incidents	413	384	355	363
Percent fire calls	24%	27%	36%	30%
Percent calls downtown area*	78%	74%	70%	77%
Busiest time period by hour	11AM, 12PM	11AM, 3PM	5PM	1PM
Percent of all calls 11pm to 7am	19%	18%	17%	18%
Number of critical care patients	29	31	35	28
Number multiple/back-to-back calls	150	152	148	158
Percent of multiple calls EMS	62%	75%	41%	67%
% of emergency responses within 6 min. response time (year-to-date)	82%	78%	78%	81%
Dates with more than 20 incidents	5/1(22), 5/5(20)	5/13(21), 5/31(22)	5/19(21), 5/26(20)	5/15(21), 5/21(20)
# of times working 3 or more calls	18	8	17	19
Total incidents year to date	1,809	1,824	1,756	1,688

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

\*\*Does not include multiple calls related to gas leaks

### Public Assistance Data:

City Relief				
Fiscal Year	2023	2022	2021	2020
Jul	\$4,037	\$211	\$1,965	\$ 957
Aug	\$2,100	\$3,690	\$830	\$5,046
Sept	\$943	\$776	\$780	\$2,981
Oct	\$934	\$2,155	\$484	\$2,989
Nov	\$1,711	\$9,535	\$1,430	\$2,872
Dec	\$7,335	\$6,767	\$2,342	\$6,208
Jan	\$3,949	\$6,853	\$2,615	\$2,125
Feb	\$5,948	\$2,460	\$3,412	\$1,132
Mar	\$15,250	\$1,577	\$1,358	\$1,777
Apr	\$10,034	\$1,716	\$1,330	\$1,383
May	\$6,870	\$1,360	\$922	\$5,248
Jun		\$3,039	\$6,593	\$660
Gross Relief	\$59,111	\$40,139	\$24,061	\$33,378
Reimbursements/Liens/refunds	\$21,691	\$42,815	\$1,802	\$6,190
01-477-499-0000				
Net Cost of Welfare	\$37,420	-\$2,676	\$22,259	\$27,188

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

ACTIVITY	(May) THIS MONTH	CORRESPONDING MONTH LAST YEAR	TOTAL THIS YEAR TO DATE	TOTAL LAST YEAR TO DATE	% +/-
Calls for service (total)	2,549	1,997	10,044	8,908	12.75
- Park, Walk, Talk*	181	n/a	458	n/a	n/a
- Extra Patrol	489	111	2,193	403	444.17
- Community Policing	14	9	75	53	41.51
Criminal offenses investigated	287	342	1,315	1,355	-2.95
Criminal off. cleared by arrest	203	203	883	923	-4.33
Total # of physical arrests	104	122	461	505	-8.71
M/V – Stops	637	611	2,171	3,266	-33.53
M/V – Summonses	17	35	69	146	-52.74
M/V – Written warnings	487	530	1,832	2,896	-36.74
Accidents – Fatal	0	0	0	0	n/a
Accidents – Total	28	50	160	181	-11.60
Accidents w/injury	3	12	25	35	-28.57
Parking tags issued	25	33	137	223	-38.57
DWI	6	11	25	11	127.27
Intoxication	18	32	76	117	-35.04

\*Park, Walk, Talk is a new call type created in mid-September, 2022

May 2023: TYPE OF INCIDENT	# OF CALLS
Domestic disturbance	39
All other disturbances	81
Suicidal subjects	5
Attempted suicide	0
Suicide	0
Violation of restraining order	6
Barricaded subject	0

	# VOLUNTEER HRS
Volunteer Hours (LPD)	0
Volunteer Hours (VSU)	8
Victims Served	0

**Property Tax Collection:**

	July Warrant Amt.	Dec. Warrant Amt.	Collected thru		Percentage Collected
2015	\$ 20,036,102	\$ 21,298,380	\$ 40,717,038	5/31/2016	98.51%
2016	\$ 20,785,170	\$ 21,260,229	\$ 41,527,108	5/31/2017	98.77%
2017	\$ 21,075,701	\$ 21,895,151	\$ 42,502,256	5/31/2018	98.90%
2018	\$ 21,442,154	\$ 23,765,321	\$ 44,959,480	5/31/2019	99.45%
2019	\$ 22,563,270	\$ 23,935,265	\$ 46,165,359	5/31/2020	99.28%
2020	\$ 23,203,364	\$ 23,612,210	\$ 46,375,208	5/31/2021	99.06%
2021	\$ 23,395,524	\$ 24,958,361	\$ 48,131,821	5/31/2022	99.54%
2022	\$ 24,369,326	\$ 26,785,934	\$ 50,797,090	5/31/2023	99.30%

**Motor Vehicle Registration:**

Report as of Date: FISCAL YEAR	Through 5/31/2023 BUDGET	Year to date Revenue	Municipal Transportation Revenue	Total Motor Vehicle Revenue	% of Budget
2018	\$2,674,000	\$2,596,030	\$86,590	\$2,682,620	100.3%
2019	\$2,875,000	\$2,816,767	\$87,800	\$2,904,567	101.0%
2020	\$3,085,000	\$2,715,771	\$86,230	\$2,802,001	90.8%
2021	\$3,150,000	\$2,980,154	\$92,905	\$3,073,059	97.6%
2022	\$3,270,000	\$3,062,565	\$93,210	\$3,155,775	96.5%
2023	\$3,500,000	\$3,185,207	\$94,755	\$3,279,962	93.71%

## OVERTIME BY DEPARTMENT FY23

As of : 5/31/2023

	Budget	July	August	September	October	November	December	January	February	March	April	May	June	YTD Total	% Used	PRIOR YR YTD EXP	PRIOR YR TOTAL EXP
<b>FINANCE</b>	<b>500</b>	<b>140</b>	<b>13</b>	<b>77</b>	<b>67</b>	<b>207</b>	<b>50</b>	<b>-</b>	<b>-</b>	<b>121</b>	<b>-</b>	<b>171</b>	<b>-</b>	<b>846.03</b>	<b>169.21%</b>	<b>471</b>	<b>621</b>
<b>LICENSE</b>	<b>100</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>7</b>	<b>-</b>	<b>-</b>	<b>7.37</b>	<b>7.37%</b>	<b>-</b>	<b>7</b>
<b>PLANNING</b>	<b>3,500</b>	<b>401</b>	<b>270</b>	<b>300</b>	<b>380</b>	<b>175</b>	<b>293</b>	<b>304</b>	<b>184</b>	<b>495</b>	<b>293</b>	<b>483</b>	<b>-</b>	<b>3,575.17</b>	<b>102.15%</b>	<b>3,579</b>	<b>3,807</b>
<b>CODE</b>	<b>1,000</b>	<b>-</b>	<b>-</b>	<b>15</b>	<b>15</b>	<b>51</b>	<b>-</b>	<b>37</b>	<b>-</b>	<b>31</b>	<b>70</b>	<b>-</b>	<b>-</b>	<b>218.58</b>	<b>21.86%</b>	<b>169</b>	<b>169</b>
<b>ASSESSING</b>	<b>-</b>	<b>-</b>	<b>61</b>	<b>-</b>	<b>-</b>	<b>55</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>115.39</b>	<b>0.00%</b>	<b>8</b>	<b>94</b>
<b>CITY CLERK</b>	<b>1000</b>	<b>8</b>	<b>8</b>	<b>649</b>	<b>17</b>	<b>767</b>	<b>-</b>	<b>-</b>	<b>59</b>	<b>85</b>	<b>47</b>	<b>104</b>	<b>-</b>	<b>1,745.18</b>	<b>174.52%</b>	<b>797</b>	<b>805</b>
<b>POLICE</b>																	
Misc. Overtime	145000	1,597	760	5,564	(2,163)	1,863	1,747	3,833	5,621	3,746	15,339	855	-	38,762.12		21,163	10,991
Holiday OT		8,247	-	8,203	6,839	8,141	17,451	14,316	-	7,447	-	-	-	70,644.36		71,464	79,341
Incident OT		1,371	918	512	3,387	1,433	353	142	97	2,096	1,225	2,205	-	13,737.79		11,911	12,525
Court OT		2,636	836	2,861	890	3,186	1,367	1,424	1,877	2,965	1,532	892	-	20,465.10		10,129	11,974
Shift Coverage OT		12,696	9,433	10,262	13,894	8,919	10,997	9,767	7,363	8,053	6,769	8,962	-	107,115.54		51,733	64,241
<b>TOTAL</b>	<b>145,000</b>	<b>26,547</b>	<b>11,947</b>	<b>27,402</b>	<b>22,847</b>	<b>23,542</b>	<b>31,913</b>	<b>29,483</b>	<b>14,958</b>	<b>24,307</b>	<b>24,864</b>	<b>12,914</b>	<b>0</b>	<b>250,724.91</b>	<b>172.91%</b>	<b>166,400</b>	<b>179,071</b>
<b>FIRE</b>																	
Extra Duty Coverage	85,000	40,147	36,576	39,589	25,883	20,062	27,141	25,737	32,838	39,330	17,907	19,262	-	324,471.10	381.73%	223,541	271,221
Sick Hurt Coverage	70,000	426	2,663	5,900	4,165	4,799	5,591	8,672	5,330	3,303	3,673	12,921	-	57,442.80	82.06%	128,083	133,273
Personal Time Coverage	80,000	3,368	6,824	7,965	4,653	3,649	4,107	4,025	1,837	1,848	3,412	3,923	-	45,609.97	57.01%	49,815	55,149
Holiday Pay	132,000	15,007	-	12,180	11,483	11,520	23,612	39,135	-	13,994	-	-	-	126,930.14	96.16%	116,040	127,016
Vacation Coverage	139,000	17,507	13,099	12,439	4,157	12,119	5,167	9,998	9,924	23,415	2,990	12,374	-	123,188.50	88.62%	122,929	137,067
<b>TOTALS</b>	<b>506,000</b>	<b>76,455</b>	<b>59,162</b>	<b>78,073</b>	<b>50,341</b>	<b>52,148</b>	<b>65,617</b>	<b>87,566</b>	<b>49,928</b>	<b>81,889</b>	<b>27,982</b>	<b>48,481</b>	<b>0</b>	<b>677,642.51</b>	<b>133.92%</b>	<b>640,409</b>	<b>723,725</b>
<b>WELFARE</b>	<b>500</b>	<b>-</b>	<b>27</b>	<b>27</b>	<b>36</b>	<b>127</b>	<b>18</b>	<b>19</b>	<b>65</b>	<b>56</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>375.59</b>	<b>75.12%</b>	<b>9</b>	<b>17</b>
<b>PARKS &amp; RECREATION</b>	<b>9,000</b>	<b>797</b>	<b>78</b>	<b>177</b>	<b>130</b>	<b>209</b>	<b>799</b>	<b>371</b>	<b>339</b>	<b>678</b>	<b>330</b>	<b>102</b>	<b>0</b>	<b>4,009.85</b>	<b>44.55%</b>	<b>5,088</b>	<b>5,642</b>
<b>SOLID WASTE</b>	<b>7,000</b>	<b>1,244</b>	<b>1,444</b>	<b>1,776</b>	<b>1,161</b>	<b>1,222</b>	<b>1,950</b>	<b>1,270</b>	<b>793</b>	<b>1,555</b>	<b>1,499</b>	<b>4,577</b>	<b>0</b>	<b>18,490.56</b>	<b>264.15%</b>	<b>15,020</b>	<b>16,444</b>
<b>PUBLIC WORKS</b>	<b>0</b>																
Striping		-	-	-	-	-	-	-	-	-	-	-	-	-		-	-
Office	6561	685	634	717	892	583	972	664	618	858	652	778	-	8,054.46		7,994	8,645
Road Maintenance	15063	1,169	1,571	2,821	842	2,368	2,673	1,052	671	1,315	750	2,176	-	17,408.68		15,444	19,847
Winter Maintenance	63589.99	-	-	-	-	-	4,676	-	-	-	-	-	-	4,676.28		-	-
Plowing		-	-	-	-	1,523	20,427	18,292	21,367	36,526	536	-	-	98,670.96		83,941	83,941
OT - Temp Plowing		-	-	-	-	-	-	-	-	-	-	-	-	-		-	-
Sanding/Salting		-	-	-	-	-	-	-	-	-	-	-	-	-		-	-
City Engineering	5236	551	500	613	881	731	1,058	921	1,271	1,406	1,479	1,390	-	10,801.34		5,996	6,898
Drain Maintenance	300	-	-	-	-	-	-	-	-	-	-	-	-	-		277	277
Parking/Traffic Control	200	134	-	-	-	-	-	-	-	-	-	-	-	134.46		225	225
Signs		-	-	-	-	-	-	-	-	-	-	-	-	-		-	-
Parking Garage		-	-	-	-	-	-	-	-	-	-	-	-	-		-	-
<b>TOTALS</b>	<b>90,950</b>	<b>2,541</b>	<b>2,706</b>	<b>4,150</b>	<b>2,614</b>	<b>5,206</b>	<b>29,807</b>	<b>20,929</b>	<b>23,928</b>	<b>40,105</b>	<b>3,417</b>	<b>4,343</b>	<b>0</b>	<b>139,746.18</b>	<b>153.65%</b>	<b>113,877</b>	<b>119,833</b>
<b>SANITARY SEWER</b>	<b>15,000</b>																
WRBP		380	781	1,185	849	773	2,555	190	98	1,965	1,009	262	-	10,046.53		7,608	9,027
Sewer Maintenance		386	179	394	290	154	1,900	133	218	136	-	943	-	4,732.81		16,856	17,213
<b>TOTALS</b>	<b>15,000</b>	<b>765</b>	<b>960</b>	<b>1,579</b>	<b>1,139</b>	<b>927</b>	<b>4,454</b>	<b>322</b>	<b>317</b>	<b>2,101</b>	<b>1,009</b>	<b>1,205</b>	<b>0</b>	<b>14,779.34</b>	<b>98.53%</b>	<b>24,464</b>	<b>26,240</b>
<b>EMS - AMBULANCE</b>																	
Extra Duty Coverage	58,000	15,951	14,993	18,378	17,374	7,561	9,119	7,054	16,100	9,762	5,152	6,026	-	127,469.67	219.78%	87,726	97,585
Sick Hurt Coverage	45,000	1,835	409	3,900	-	2,161	450	1,530	990	-	409	525	-	12,209.04	27.13%	36,414	36,993
Personal Time Coverage	25,000	495	464	450	-	900	1,862	-	-	-	-	904	-	5,074.02	20.30%	5,793	6,892
Holiday Pay	21,900	2,421	-	2,452	1,953	1,520	3,518	4,664	-	2,192	-	-	-	18,718.09	85.47%	17,333	19,653
Vacation Coverage	40,000	495	3,847	6,827	510	942	1,013	1,500	2,628	1,540	-	557	-	19,858.76	49.65%	20,367	27,257
<b>TOTALS</b>	<b>189,900</b>	<b>21,197</b>	<b>19,713</b>	<b>32,007</b>	<b>19,837</b>	<b>13,083</b>	<b>15,961</b>	<b>14,747</b>	<b>19,718</b>	<b>13,494</b>	<b>5,561</b>	<b>8,013</b>	<b>0</b>	<b>183,329.58</b>	<b>96.54%</b>	<b>167,634</b>	<b>188,380</b>
<b>GRAND TOTAL</b>	<b>969,450</b>	<b>130,095.45</b>	<b>96,388.15</b>	<b>146,231.90</b>	<b>98,584.12</b>	<b>97,719.76</b>	<b>150,863.02</b>	<b>155,048.34</b>	<b>110,288</b>	<b>164,916</b>	<b>65,079</b>	<b>80,394</b>	<b>-</b>	<b>1,295,606.24</b>	<b>133.64%</b>	<b>1,137,924</b>	<b>1,264,857</b>

### Parks & Recreation Facility Use Requests:

	2022-23	2021-22	2020-21	2019-20	2018-19	2017-18	2016-17	2015-16	2014-15
July	9	8	5	10	24	18	4	3	15
August	7	8	9	10	10	15	11	18	4
September	2	4	7	7	4	3	5	4	5
October	3	8	7	10	6	4	7	5	2
November	6	3	7	3	3	4	2	6	6
December	0	0	0	0	0	0	0	4	7
January	6	4	0	11	11	6	5	9	10
February	15	11	9	10	6	6	8	13	6
March	9	15	6	4	8	11	12	9	12
April	10	14	19	8	5	8	13	8	16
May		8	13	3	9	12	2	8	10
June		9	13	8	1	3	6	11	10
Total		92	95	84	87	90	75	98	103

### Pending Grievances Summary:

Date of Grievance	Union	Subject	Status	Cost thru 5/31/23
			None	

### Impact Fee Revenues:

	Total Revenue as of 6/30/2022	Revenue Year-to-Date	Transfer Out FY23 Year-to-date	Total Revenue as of 5/31/23
School	\$82,163.74	\$39,689.08	\$0.00	\$121,852.82
Police	\$8,712.28	\$2,954.41	\$0.00	\$11,666.69
Fire	\$12,675.17	\$6,575.84	(\$18,363.44)	\$887.57
Parks	\$19,245.45	\$10,343.72	\$0.00	\$29,589.17
Roads	\$25,597.32	\$9,343.35	\$0.00	\$34,940.67
Library	\$14,605.43	\$5,537.72	\$0.00	\$20,143.15
Total Impact Fees Collected	\$162,999.39	\$74,444.12	(\$18,363.44)	\$219,080.07

### Expendable Trust Balances:

	Balance as of 5/31/23
Non-Capital Reserve Account	\$174,008.67
Accrued Leave Reserve Account	\$299,843.40
Health Insurance Stabilization Account	\$176,000.29
Winter Maintenance Reserve Account	\$167,996.81
Welfare Reserve	\$51,841.15
Parking Kiosk Reserve	\$15,227.82
LED Light Replacement Reserve	\$40,604.50
Motorcycle Week Account	\$117,681.46

### Tax Increment Financing Balances:

	Balance as of 5/31/23
Downtown	\$930,365.23
Lakeport	\$54,018.00
Weirs	\$(55,092.63)

**Codes Office Statistics:** *(The updated information for the table below was not available at the time of publication of this document; it will be included in next month's report.)*

	Building permits issued	Building/Code inspections	Demo permits issued	Property maintenance action
May 2023	79	124	23	Not tracked at this time
May 2022	101	130	22	Not tracked at this time

**YTD Building Permits (5/1/22 – 5/31/23):** *(This year-to-date information will be available in next month's report.)*

**YTD Building Permits (4/1/21 – 5/31/22):**

## Boat Taxes:

Report as of Date:	Through 5/31/23		
FISCAL YEAR	BUDGET	Year to date Revenue	% of Budget
2018	\$85,000	\$60,019	70.6%
2019	\$85,000	\$54,367	78.9%
2020	\$90,000	\$61,494	68.3%
2021	\$100,000	\$89,203	89.2%
2022	\$110,000	\$84,470	76.8%
2023	\$120,000	\$79,473	66.3%

	General Fund Revenues*			General Fund Expenditures		
		Realized as of 5/31/2022			Realized as of 5/31/2023	
	Budgeted	Amount		Budgeted	Amount	
2019	\$ 8,114,878	\$7,637,286	94.1%	\$30,659,544	\$25,788,860	84.1%
2020	\$ 8,499,359	\$7,661,603	90.1%	\$31,450,111	\$26,156,440	83.1%
2021	\$ 8,699,290	\$8,510,446	97.8%	\$31,383,486	\$28,111,348	89.6%
2022	\$ 9,026,499	\$8,403,000	93.9%	\$32,502,933	\$27,875,046	85.8%
2023	\$ 10,991,625	\$10,636,425	96.8%	\$32,517,791	\$27,427,556	84.3%

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

## EMS Billing History:

Laconia Fire Department EMS Billing Report											
Month 2022-23	Total # Ambulance Responses 2021-22 EMS & Fire	# of Trips 2021-22 Billable	Total # Ambulance Responses 2022-23 EMS & Fire	# of Trips 2022-23 Billable	Gross Charge	Net Charge	% Billable	Write Offs	Payments	% of Payments to Net Charge	Balance Due
Jul	377	285	365	245	\$275,735.00	\$132,193.67	47%	\$23,015.41	\$74,914.91	56%	\$30,461.31
Aug	411	295	318	220	\$267,787.00	\$137,629.90	51%	\$32,011.40	\$74,538.95	56%	\$26,650.12
Sep	334	249	311	213	\$249,489.00	\$124,057.28	49%	\$31,834.54	\$62,960.31	49%	\$27,007.92
Oct	374	276	316	230	\$270,037.00	\$134,821.76	50%	\$27,501.15	\$73,196.45	58%	\$30,475.92
Nov	355	266	297	211	\$227,478.00	\$113,914.92	49%	\$27,317.91	\$54,200.03	47%	\$27,153.70
Dec	325	247	329	232	\$276,909.00	\$135,067.02	48%	\$23,008.79	\$75,725.15	60%	\$33,804.32
Jan	333	220	354	250	\$295,585.00	\$156,091.16	53%	\$3,000.00	\$83,385.17	50%	\$64,952.71
Feb	280	215	285	184	\$219,803.00	\$107,359.01	47%	\$3,420.00	\$61,658.59	56%	\$55,095.12
Mar	272	196	301	212	\$240,620.00	\$128,470.67	55%	\$2,980.78	\$61,319.57	47%	\$62,053.07
Apr	295	211	292	189	\$224,454.00	\$127,718.31	60%	\$350.00	\$35,059.53	27%	\$90,750.60
May	319	232	354	129	\$147,078.00	\$81,352.47	55%	\$900.00	\$0.00	0%	\$80,452.47
June											
<b>Totals</b>	<b>3675</b>	<b>2692</b>	<b>3522</b>	<b>2315</b>	<b>\$2,694,975.00</b>	<b>\$1,378,676.17</b>	<b>51%</b>	<b>\$175,339.98</b>	<b>\$656,958.66</b>	<b>48%</b>	<b>\$528,857.26</b>

Laconia Fire Department EMS Billing Report											
Month 2021-22	Total # Ambulance Responses 2020-21 EMS & Fire	# of Trips 2020-21 Billable	Total # Ambulance Responses 2021-22 EMS & Fire	# of Trips 2021-22 Billable	Gross Charge	Net Charge	% Billable	Write Offs	Payments	% of Payments to Net Charge	Balance Due
Jul	337	235	377	285	\$291,464.00	\$150,788.11	52%	\$24,210.89	\$104,905.70	70%	\$16,292.84
Aug	279	200	411	295	\$295,079.60	\$131,695.38	45%	\$15,211.05	\$97,318.75	74%	\$10,274.19
Sep	303	200	334	249	\$245,246.60	\$122,620.14	50%	\$20,277.49	\$75,689.70	62%	\$20,246.75
Oct	308	222	374	276	\$257,000.20	\$131,558.59	51%	\$19,167.55	\$77,434.48	59%	\$28,967.28
Nov	278	203	355	266	\$244,439.40	\$114,104.75	47%	\$25,312.51	\$71,421.14	63%	\$13,964.07
Dec	329	242	325	247	\$262,222.00	\$126,897.78	48%	\$25,595.08	\$64,700.05	51%	\$32,457.23
Jan	303	225	333	220	\$227,365.00	\$100,887.76	44%	\$14,650.51	\$67,559.48	67%	\$14,426.50
Feb	269	212	280	215	\$224,948.00	\$106,111.94	47%	\$14,279.26	\$68,857.97	65%	\$19,741.21
Mar	305	226	272	196	\$216,679.00	\$114,484.06	53%	\$15,665.90	\$67,043.52	58%	\$27,263.04
Apr	287	200	295	211	\$232,363.00	\$106,648.15	46%	\$11,899.08	\$70,499.85	66%	\$20,829.80
May	273	192	319	232	\$251,406.00	\$116,584.28	46%	\$20,066.55	\$63,559.72	55%	\$28,400.98
June	378	288	335	260	\$288,459.00	\$142,781.60	49%	\$16,436.26	\$80,486.59	56%	\$41,641.43
<b>Totals</b>	<b>3649</b>	<b>2645</b>	<b>4010</b>	<b>2952</b>	<b>\$3,036,671.80</b>	<b>\$1,465,162.54</b>	<b>48%</b>	<b>\$222,772.13</b>	<b>\$909,476.95</b>	<b>62%</b>	<b>\$274,505.32</b>