

## UTILITY FEES AND CHARGES - COMPARISON TO OTHER CITIES AND UTILITIES (Attachment C)

	Contact Info	Gas Service Connection Charge - Normal	Same Day or After Hours	Replace Water Resetter (Riser)	Replace Electric Lock Ring
AZ Public Service	Julie Fierro - Residential Accounts 602-371-7171 <a href="http://www.aps.com">www.aps.com</a>	N/A	\$75 plus normal connection charges. Same day connection is for emergencies only	N/A	No charge
Chandler	Corrina B. - Customer Service Specialist 480-782-2280 <a href="http://www.chandleraz.gov">www.chandleraz.gov</a>	N/A	Service not offered	No charge	N/A
Gilbert	Barb-Customer Service Supervisor 480-503-6777 <a href="http://www.ci.gilbert.az.us">www.ci.gilbert.az.us</a>	N/A	Service not offered	Time and materials	N/A
Mesa - Proposed	<a href="http://www.cityofmesa.org">www.cityofmesa.org</a>	\$27 plus administrative fee (one \$11 administrative fee per account)	\$45 plus normal connection charges	\$88	\$39
Phoenix	Mario - Utility Service Specialist 602-262-6251 <a href="http://www.phoenix.gov">www.phoenix.gov</a>	N/A	Service not offered	No charge - no standard fee	N/A
Salt River Project	Tony Castillo - Revenue Protection 602-236-4293 <a href="http://www.srpnet.com">www.srpnet.com</a>	N/A	\$48	N/A	\$25
Scottsdale	Rueben Hernandez & Julie Hoke - Revenue Recovery 480-312-5926 <a href="http://www.scottsdaleaz.gov">www.scottsdaleaz.gov</a>	N/A	Service not offered	\$100 tampering fee	N/A
Southwest Gas	Jerry - Customer Service Clerk 602-861-1999 <a href="http://www.swgas.com">www.swgas.com</a>	\$35	\$50	N/A	N/A
Tempe	Natalia Christensen - Customer Service Clerk <a href="http://www.tempe.gov">www.tempe.gov</a>	N/A	Service not offered	Charge \$81.08 for tampering - no charge for parts	N/A

Updated: 4/10/2007

	AVERAGE HOMEOWNER'S CHARGES SURVEY					ANNUAL TOTAL	PERCENTAGE OF MESA'S PROPOSED
	CITY PROPERTY TAXES (1, 6) PRIMARY	SECONDARY	CITY SALES TAXES (2, 7)	SOLID WASTE CHARGES (3, 9)	WATER CHARGES (4)		
MESA - Proposed							
Rate (8, 10)	\$0.0000	\$0.0000	1.75%	\$23.13	\$34.58	\$20.84	
Annual Cost	\$0.00	\$0.00	\$469.55	\$277.55	\$414.92	\$250.10	100.0%
MESA - Current							
Rate (9)	\$0.0000	\$0.0000	1.75%	\$21.78	\$33.09	\$19.48	
Annual Cost	\$0.00	\$0.00	\$469.55	\$261.36	\$397.05	\$233.74	96.4%
Percentage Change Current vs Proposed				6.2%	4.5%	7.0%	3.7%
CHANDLER							
Rate	\$0.3800	\$0.8700	1.71%	\$15.07	\$27.03	\$14.26	
Annual Cost	\$80.10	\$183.40	\$547.47	\$180.84	\$324.31	\$171.12	105.3%
GILBERT							
Rate	\$0.0000	\$1.1500	1.50%	\$14.05	\$21.85	\$17.93	
Annual Cost	\$0.00	\$242.42	\$480.48	\$168.60	\$262.15	\$215.15	96.9%
GLENDALE							
Rate	\$0.2925	\$1.4275	1.95%	\$14.90	\$22.48	\$21.13	
Annual Cost	\$61.66	\$300.92	\$623.99	\$178.80	\$269.79	\$253.61	119.6%
PHOENIX							
Rate	\$0.8453	\$0.9747	1.93%	\$24.50	\$24.18	\$24.49	
Annual Cost	\$178.19	\$205.47	\$517.54	\$294.00	\$290.21	\$293.83	126.0%
SCOTTSDALE							
Rate	\$0.4192	\$0.5512	1.65%	\$14.72	\$36.54	\$18.25	
Annual Cost	\$88.37	\$116.19	\$528.53	\$176.64	\$438.48	\$218.97	111.0%
TEMPE							
Rate	\$0.5183	\$0.8817	1.80%	\$17.41	\$24.26	\$12.38	
Annual Cost	\$109.26	\$185.86	\$576.58	\$208.92	\$291.07	\$148.50	107.7%

Notes:

- Single family home with a value of \$248,000 Figured in \$100 units based on 85% of the value.
- Annual Maricopa County income of \$59,100 Source: Arizona Real Estate Center, ASU Poly website for 4th Qtr 2006
- Charge for biweekly garbage (and recyclables where applicable) collection using 90 gallon barrels. Source: Median Family Income - Phoenix-Mesa - HUD 3/07, HUD User website
- Based on Mesa's average monthly residential water use for the most recent twelve months.
- Winter Water Average formulas are applied in cities where known. Changes in fees are due to both rate and formula changes.
- Primary and Secondary Tax Rates reflect the 06/07 FV (updated as of 11/06 posting on Maricopa County web site).
- Sales Tax Rate is a weighted average rate, based on the City of Mesa tax base as of 08/2006 for the last 12 months.
- City of Mesa utility rate changes need to be approved by the City Council. Changes will be effective July 29, 2007 for the September billing cycle.
- The current Solid Waste residential charges above includes a Household Hazardous Waste (HHW) fee of \$0.20 per month per residence.
- The proposed Solid Waste residential charges above includes an increase in the HHW fee of \$0.27 to a total of \$0.47 per month per residence.

# Proposed Utility Rate Increases, Forecasted by Major Utility Program

## Electric Program Enterprise Fund

### AVAILABLE FUNDS

Net Available Beginning Balance

ESTIMATED	FORECAST	FORECAST	FORECAST	FORECAST	FORECAST	FORECAST
FY2006/07	FY2007/08	FY2008/09	FY2009/10	FY2010/11	FY2011/12	FY2012/13
\$ 2,672,242	\$ 4,566,472	\$ 4,529,181	\$ 4,650,247	\$ 5,261,766	\$ 5,967,234	\$ 6,327,336

Rate Increases (Proposed in Highlighted Area)

REVENUES (Change from Orig. Proposal)

		0%	0%	3%	3%	3%
Total Net Revenues	\$ 33,244,000	\$ (1,132,969)	\$ (1,784,919)	\$ (1,909,895)	\$ (1,903,814)	\$ (2,009,939)
APPROPRIATIONS/EXPENSES	\$ 33,244,000	\$ 32,466,031	\$ 33,576,081	\$ 38,419,105	\$ 37,959,186	\$ 39,559,061
Total Operating Costs	\$ 22,432,000	\$ 26,825,745	\$ 29,983,939	\$ 33,541,303	\$ 33,580,136	\$ 34,203,710
RER (2%)	\$ 709,000	\$ 866,073	\$ 1,174,381	\$ 809,000	\$ 800,000	\$ 834,000
Debt Service	0	0	165,000	412,500	569,003	643,005
Capital Outlay	2,474,000	3,917,824	1,274,741	0	0	0
Total Costs	\$ 25,615,000	\$ 31,609,642	\$ 32,598,061	\$ 34,762,803	\$ 34,949,138	\$ 35,680,715
Total Net Income	\$ 7,629,000	\$ 856,389	\$ 978,020	\$ 3,656,302	\$ 3,010,048	\$ 3,878,346
Net Income as a % of Revenue	22.9%	2.6%	2.9%	9.5%	7.9%	9.8%

Transfers In

Transfers Out	\$ (5,734,770)	\$ (893,680)	\$ (856,954)	\$ (3,044,783)	\$ (2,304,580)	\$ (3,518,244)
Transfer as a % of Revenue	17.3%	2.8%	2.6%	7.9%	6.1%	8.9%

Total Sources and Uses

Restricted Amounts:	\$ 4,566,472	\$ 4,529,181	\$ 4,650,247	\$ 5,261,766	\$ 5,967,234	\$ 6,327,336
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Operating Reserve	\$ -	\$ 2,540,000	\$ 4,236,000	\$ 3,410,000	\$ 4,546,000	\$ 4,059,000
Capital Reserve	100,000	105,000	110,000	116,000	122,000	128,000
Debt Service Reserve	452,128	0	0	0	0	0
Unrestricted Reserve	\$ 4,014,344	\$ 1,884,181	\$ 304,247	\$ 1,735,766	\$ 1,299,234	\$ 2,140,336
End Fund Bal. as a % of Total Costs	17.8%	14.3%	14.3%	15.1%	17.1%	17.7%

# Proposed Utility Rate Increases, Forecasted by Major Utility Program

## Gas Program Enterprise Fund

### AVAILABLE FUNDS

Net Available Beginning Balance

ESTIMATED	FORECAST	FORECAST	FORECAST	FORECAST	FORECAST	FORECAST
FY2006/07	FY2007/08	FY2008/09	FY2009/10	FY2010/11	FY2011/12	FY2012/13
\$ 1,684,211	\$ 2,867,080	\$ 2,479,813	\$ 3,430,055	\$ 4,445,279	\$ 6,307,869	\$ 6,944,872

Rate Increases (Proposed in Highlighted Area)

REVENUES (Change from Orig. Proposal)

\$ 45,456,000	\$ 49,767,000	\$ 50,130,000	\$ 50,501,000	\$ 50,501,000	\$ 55,321,000	\$ 56,600,000
	5%		3%		3%	3%

APPROPRIATIONS/EXPENSES

Total Operating Costs

\$ 35,905,000	\$ 38,308,994	\$ 39,086,992	\$ 39,702,840	\$ 42,189,386	\$ 42,672,479	\$ 43,324,774
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RER (2%)

\$ 895,000	\$ 163,951	\$ 270,876	\$ 1,013,000	\$ 1,110,000	\$ 1,117,000	\$ 1,135,000
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Debt Service

\$ 2,980,000	\$ 2,258,544	\$ 2,964,324	\$ 3,715,079	\$ 4,074,429	\$ 4,548,242	\$ 4,983,673
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Capital Outlay

\$ 912,000	\$ 141,820	\$ 131,365	\$ 0	\$ 0	\$ 485,685	\$ 577,200
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Total Costs

\$ 40,692,000	\$ 40,873,309	\$ 42,453,557	\$ 44,430,919	\$ 47,373,815	\$ 48,823,406	\$ 50,020,647
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Total Net Income

\$ 4,764,000	\$ 8,893,691	\$ 7,676,443	\$ 6,070,081	\$ 7,947,185	\$ 6,860,594	\$ 6,579,353
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Net Income as a % of Revenue

10.5%	17.9%	15.3%	12.0%	14.4%	12.3%	11.6%
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Transfers In

\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
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Transfers Out

\$ (3,581,130)	\$ (9,280,958)	\$ (6,726,201)	\$ (5,054,856)	\$ (6,084,595)	\$ (6,223,591)	\$ (6,125,532)
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Transfer as a % of Revenue

8.1%	18.6%	13.4%	10.0%	11.0%	11.2%	10.8%
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Total Sources and Uses

\$ 2,867,080	\$ 2,479,813	\$ 3,430,055	\$ 4,445,279	\$ 6,307,869	\$ 6,944,872	\$ 7,398,693
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Restricted Amounts:

Operating Reserve

\$ -	\$ 1,522,000	\$ 2,678,000	\$ 3,670,000	\$ 2,638,000	\$ 4,189,000	\$ 5,498,000
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Capital Reserve

\$ 300,000	\$ 315,000	\$ 331,000	\$ 348,000	\$ 365,000	\$ 383,000	\$ 402,000
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Debt Service Reserve

\$ 997,052	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0
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Unrestricted Reserve

\$ 1,570,028	\$ 642,813	\$ 421,055	\$ 427,279	\$ 3,304,869	\$ 2,372,872	\$ 1,498,693
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End Fund Bal. as a % of Total Costs

7.0%	6.1%	8.1%	10.0%	13.3%	14.2%	14.8%
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# Proposed Utility Rate Increases, Forecasted by Major Utility Program

## Water Program Enterprise Fund

### AVAILABLE FUNDS

Net Available Beginning Balance

ESTIMATED	FORECAST	FORECAST	FORECAST	FORECAST	FORECAST	FORECAST
FY2006/07	FY2007/08	FY2008/09	FY2009/10	FY2010/11	FY2011/12	FY2012/13
\$ 13,628,214	\$ 24,352,749	\$ 22,066,302	\$ 28,421,437	\$ 39,136,215	\$ 52,412,342	\$ 58,205,263

Rate Increases (Proposed in Highlighted Area)

REVENUES (Change from Orig. Proposal)

Total Net Revenues

APPROPRIATIONS/EXPENSES

Total Operating Costs

Debt Service

Capital Outlay

Total Costs

Total Net Income

Net Income as a % of Revenue

Transfers In

Transfers Out

Transfer as a % of Revenue

Total Sources and Uses

Restricted Amounts:

Operating Reserve

Capital Reserve

Debt Service Reserve

Unrestricted Reserve

End Fund Bal. as a % of Total Costs

Rate Increases (Proposed in Highlighted Area)

\$ 96,933,000	\$ 115,187,264	\$ 110,525,937	\$ 130,771,187	\$ 122,317,780	\$ 138,360,942	\$ 140,728,323
\$ 37,731,000	\$ 42,082,799	\$ 38,862,257	\$ 40,533,789	\$ 36,708,368	\$ 38,358,942	\$ 39,742,540
\$ 2,194,000	\$ 430,456	\$ 228,711	\$ 2,511,000	\$ 2,335,000	\$ 2,642,000	\$ 2,681,000
\$ 12,682,000	\$ 19,960,250	\$ 19,860,824	\$ 23,669,422	\$ 26,636,114	\$ 34,708,336	\$ 40,139,608
\$ 1,133,000	\$ 204,904	\$ 214,755	\$ (7,259)	\$ (7,461)	\$ 261,233	\$ 110,868
\$ 53,740,000	\$ 62,678,409	\$ 59,186,547	\$ 66,706,952	\$ 65,672,021	\$ 75,970,511	\$ 82,674,016
\$ 43,193,000	\$ 52,508,855	\$ 51,339,390	\$ 64,064,235	\$ 56,645,759	\$ 62,390,431	\$ 58,054,307
\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
\$ (32,468,465)	\$ (54,795,302)	\$ (44,984,255)	\$ (53,349,458)	\$ (43,369,632)	\$ (56,597,509)	\$ (54,049,926)
\$ 24,352,749	\$ 22,066,302	\$ 28,421,437	\$ 39,136,215	\$ 52,412,342	\$ 58,205,263	\$ 62,209,644
\$ -	\$ 4,208,000	\$ 6,792,000	\$ 4,053,000	\$ 6,278,000	\$ 6,932,000	\$ 11,434,000
\$ 300,000	\$ 315,000	\$ 331,000	\$ 348,000	\$ 365,000	\$ 383,000	\$ 402,000
\$ 4,347,827	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0
\$ 19,704,922	\$ 17,543,302	\$ 21,298,437	\$ 34,735,215	\$ 45,769,342	\$ 50,890,263	\$ 50,373,644
45.3%	35.2%	48.0%	58.7%	79.8%	76.6%	75.2%

Attachment 5

# Proposed Utility Rate Increases, Forecasted by Major Utility Program

## Wastewater Program Enterprise Fund

### AVAILABLE FUNDS

Net Available Beginning Balance	\$ 5,616,886	\$ 10,351,840	\$ 9,821,285	\$ 10,792,226	\$ 11,730,112	\$ 12,704,643	\$ 12,704,643	\$ 11,547,505
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Rate Increases (Proposed in Highlighted Area)		7.0%	4.5%	3.0%	3.0%	3.0%	3.0%	
REVENUES (Change from Orig. Proposal)	\$ 60,857,000	\$ 798,622	\$ 1,412,771	\$ 1,458,153	\$ 1,498,969	\$ 1,498,241	\$ 1,502,431	\$ 66,568,431

Total Net Revenues	\$ 60,857,000	\$ 59,421,622	\$ 60,882,771	\$ 63,195,153	\$ 65,169,969	\$ 65,875,241	\$ 66,568,431	\$ 66,568,431
APPROPRIATIONS/EXPENSES								
Total Operating Costs	\$ 22,495,000	\$ 21,842,935	\$ 22,509,241	\$ 24,161,114	\$ 24,586,662	\$ 26,155,714	\$ 27,138,821	\$ 27,138,821

Jr. Lien Bond Interest Costs	\$ 2,000	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
RER (2%)	1,076,000	430,456	228,711	1,124,000	1,156,000	1,158,000	1,164,000	1,164,000
Debt Service	14,755,000	24,952,155	30,289,084	32,302,368	35,258,437	42,655,908	48,909,274	48,909,274
Capital Outlay	3,459,000	11,729	12,069	0	10,805	211,490	336,021	336,021
Total Costs	\$ 41,787,000	\$ 47,237,275	\$ 53,039,105	\$ 57,587,482	\$ 61,011,904	\$ 70,181,112	\$ 77,548,116	\$ 77,548,116
Total Net Income	\$ 19,070,000	\$ 12,184,347	\$ 7,843,666	\$ 5,607,671	\$ 4,158,065	\$ (4,305,871)	\$ (10,979,685)	\$ (10,979,685)
Net Income as a % of Revenue	31.3%	20.5%	12.9%	8.9%	6.4%	-6.5%	-16.5%	

Transfers In - From Water Program	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Transfers Out	(14,335,046)	(12,714,903)	(6,872,724)	(4,669,785)	(3,183,535)	0	0	10,222,345
Transfer as a % of Revenue	24.3%	21.4%	11.3%	7.4%	4.9%	-5.9%	-15.4%	

Total Sources and Uses	\$ 10,351,840	\$ 9,821,285	\$ 10,792,226	\$ 11,730,112	\$ 12,704,643	\$ 12,304,844	\$ 11,547,505	\$ 11,547,505
Restricted Amounts:								
Operating Reserve	\$ -	\$ 2,184,000	\$ 2,251,000	\$ 2,416,000	\$ 2,459,000	\$ 2,616,000	\$ 2,714,000	\$ 2,714,000
Capital Reserve	300,000	315,000	331,000	348,000	365,000	383,000	402,000	402,000
Debt Service Reserve	2,558,932	0	0	0	0	0	0	0
Unrestricted Reserve	\$ 7,492,909	\$ 7,322,285	\$ 8,210,226	\$ 8,966,112	\$ 9,806,443	\$ 9,305,844	\$ 8,431,505	\$ 8,431,505
End Fund Bal. as a % of Total Costs	24.8%	20.8%	20.3%	20.4%	20.8%	17.5%	14.9%	

# Proposed Utility Rate Increases, Forecasted by Major Utility Program

## Solid Waste Program Enterprise Fund

### AVAILABLE FUNDS

Net Available Beginning Balance	\$ 3,901,188	\$ 6,896,599	\$ 6,404,213	\$ 7,909,475	\$ 10,467,214	\$ 14,090,295	\$ 15,546,136
Total Net Revenues	\$ 42,835,000	\$ 45,760,000	\$ 47,762,000	\$ 49,425,000	\$ 51,164,000	\$ 52,978,000	\$ 54,873,000

### APPROPRIATIONS/EXPENSES

Total Operating Costs	\$ 25,954,000	\$ 29,236,087	\$ 30,720,888	\$ 32,768,123	\$ 34,295,444	\$ 35,797,924	\$ 37,216,335
RER (2%)	\$ 927,000	\$ 4,803,312	\$ 4,739,177	\$ 4,739,177	\$ 989,000	\$ 1,024,000	\$ 1,060,000
Debt Service	1,000	125,627	125,426	133,514	137,546	185,534	181,202
Capital Outlay	3,889,000	287,202	16,382	241,507	248,269	254,972	238,349
Total Costs	\$ 30,771,000	\$ 34,452,228	\$ 35,601,873	\$ 34,132,144	\$ 35,705,259	\$ 37,298,430	\$ 38,733,886
Total Net Income	\$ 12,064,000	\$ 11,307,772	\$ 12,160,127	\$ 15,292,856	\$ 15,458,741	\$ 15,679,570	\$ 16,139,114
Net Income as a % of Revenue	28.2%	24.7%	25.5%	30.9%	30.2%	29.6%	29.4%

Transfers In	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Transfers Out	(9,066,589)	(11,800,158)	(10,654,865)	(12,735,118)	(11,835,659)	(14,223,730)	(15,025,895)
Transfer as a % of Revenue	21.8%	25.8%	22.3%	25.8%	23.1%	26.8%	27.4%

Total Sources and Uses	\$ 6,896,599	\$ 6,404,213	\$ 7,909,475	\$ 10,467,214	\$ 14,090,295	\$ 15,546,136	\$ 16,659,355
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### Restricted Amounts:

Operating Reserve	\$ -	\$ 260,000	\$ 269,000	\$ 272,000	\$ 289,000	\$ 300,000	\$ 299,000
Capital Reserve	1,000,000	1,050,000	1,103,000	1,158,000	1,216,000	1,277,000	1,341,000
Debt Service Reserve	1,619,061	0	0	0	0	0	0
Unrestricted Reserve	\$ 4,277,538	\$ 5,094,213	\$ 6,537,475	\$ 9,037,214	\$ 12,585,295	\$ 13,969,136	\$ 15,019,355
End Fund Bal. as a % of Total Costs	22.4%	18.6%	22.2%	30.7%	39.5%	41.7%	43.0%

Attachment 7

## Proposed Utility Rate Increases, Forecasted by Major Utility Program

### Combined Utilities:

#### AVAILABLE FUNDS

Net Available Beginning Balance

#### REVENUES

Total Net Revenues

#### APPROPRIATIONS/EXPENSES

Total Operating Costs

Jr. Lien Bond Interest Costs

RER (2%)

Debt Service

Capital Outlay

Total Costs

Total Net Income

Net Income as a % of Revenue

Net Transfer Out

Transfer as a % of Revenue

Total Sources and Uses

Restricted Amounts:

Operating Reserve

Capital Reserve

Debt Service Reserve

Unrestricted Reserve

End Fund Bal. as a % of Total Costs

ESTIMATED FY2006/07	FORECAST FY2007/08	FORECAST FY2008/09	FORECAST FY2009/10	FORECAST FY2010/11	FORECAST FY2011/12	FORECAST FY2012/13
\$ 27,502,741	\$ 49,034,740	\$ 45,300,794	\$ 55,203,440	\$ 71,040,586	\$ 91,482,383	\$ 99,328,451
\$ 279,325,000	\$ 302,601,917	\$ 302,876,789	\$ 332,311,445	\$ 331,931,935	\$ 352,457,244	\$ 357,846,674
\$ 144,517,000	\$ 158,296,560	\$ 161,163,317	\$ 170,707,169	\$ 171,359,996	\$ 177,188,769	\$ 181,646,947
\$ 2,000	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
\$ 5,801,000	\$ 6,694,248	\$ 6,641,856	\$ 6,446,000	\$ 6,425,000	\$ 6,811,000	\$ 6,903,000
\$ 30,418,000	\$ 47,296,576	\$ 53,424,658	\$ 60,232,883	\$ 66,675,529	\$ 82,741,025	\$ 94,856,762
\$ 11,867,000	\$ 4,563,479	\$ 1,649,312	\$ 234,248	\$ 251,613	\$ 1,213,380	\$ 1,262,438
\$ 192,605,000	\$ 216,850,863	\$ 222,879,143	\$ 237,620,300	\$ 244,712,138	\$ 267,954,174	\$ 284,669,147
\$ 86,720,000	\$ 85,751,054	\$ 79,997,646	\$ 94,691,145	\$ 87,219,797	\$ 84,503,070	\$ 73,177,527
31.0%	28.3%	26.4%	28.5%	26.3%	24.0%	20.4%
(65,188,000)	(89,485,000)	(70,095,000)	(78,854,000)	(66,778,000)	(76,657,000)	(68,130,000)
23.3%	29.6%	23.1%	23.7%	20.1%	21.7%	19.0%
\$ 49,034,741	\$ 45,300,794	\$ 55,203,440	\$ 71,040,585	\$ 91,482,383	\$ 99,328,453	\$ 104,375,978
\$ -	\$ 10,714,000	\$ 16,226,000	\$ 13,821,000	\$ 16,210,000	\$ 18,096,000	\$ 25,155,000
\$ 2,000,000	\$ 2,100,000	\$ 2,206,000	\$ 2,318,000	\$ 2,433,000	\$ 2,554,000	\$ 2,681,000
\$ 9,975,000	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0	\$ 0
\$ 37,059,741	\$ 32,486,794	\$ 36,771,440	\$ 54,901,586	\$ 72,839,383	\$ 78,678,451	\$ 76,539,980
25.5%	20.9%	24.8%	29.9%	37.4%	37.1%	36.7%