

Special Meeting of the Spokane Park Board Finance Committee Minutes

3 p.m. Tuesday, July 7, 2020 WebEx virtual meeting Mark Buening – Parks Finance/Budget Director

Committee Members:

X Bob Anderson – Chair (Arrived: 3:20 p.m.) X Greta Gilman X Gerry Sperling

Additional Park Board members: Jennifer Oaden

Guests: Danielle Arnold

Jennifer Ogden Nick Sumner

Parks Staff: Garrett Jones Mark Buening Jason Conley Mark Poirier Berry Ellison Megan Qureshi Fianna Dickson Jonathan Moog Jennifer Papich Al Vorderbrueggen Jo-Lynn Brown Pamela Clarke

Summary

- The committee approved to recommend the Park Board accept the following:
 - Swire Coca-Cola pouring rights and beverage contract/Division-wide
 - Bernardo | Wills Architects contract amendment #7/Riverfront Park north bank playground (\$20,000, no tax)
 - LaRiviere change order #3/Riverfront Park north bank playground (\$134,200.47, tax inclusive)
- Jennifer Papich provided an update on the request for proposal process regarding a five-year agreement to print the Recreation Activity Guide.
- The June financials were presented by Mark Buening who reviewed each operating division.

The next regularly scheduled meeting is 3 p.m. Aug. 11, 2020.

MINUTES

Committee member Gerry Sperling appointed attending Park Board members Jennifer Ogden and Nick Sumner as voting members at the Finance Committee meeting. The meeting was called to order at 3:06 p.m. by committee chair pro tem Jennifer Ogden.

Action items:

A. Swire Coca-Cola pouring rights and beverage contract /Division-wide – Jason Conley, Jonathan Moog and Mark Poirier presented an overview of the pouring rights and beverage contract selection process and recommendation. The current beverage contract with Pepsi expired in January. The master contract designates the selected vendor the exclusive beverage pouring rights at Riverfront Park, all city aquatic centers and golf courses, Dwight Merkel, Manito Park, and other mutually agreed upon Park properties. In exchange, Parks receives the following from the beverage provider: fixed-unit pricing, marketing and promotions funding, event support, beverage equipment, a fixed commission on vending machines sales, annual support product, and an estimated \$60,735 annually, based on historical average. Mr. Conley reviewed the process which lead to a staff recommendation to award Swire Coca-Cola, USA, the five-year agreement with an optional two-year renewal to begin July 10, 2020. This beverage agreement requires a competitive request for proposal (RFP) process administered by Purchasing Department. There were three vendors who responded to the RFP, including RC Cola, Swire Coca-Cola and PepsiCo. The evaluation committee, comprised of staff from Parks administration, Riverfront Park, Recreation, Golf and City Purchasing, determined Swire would be the best fit as a beverage partner. Some of the key elements Swire is agreeing to offer, as part of the proposed contract, includes: 1) 55% commission on vending machines; 2) \$20,000/year in annual support and sponsorship funds; 3) \$20,535+ annual rebate accrual; 4) \$7,500/year in major event sponsorship fees; 5) 400 cases of annual support product; 6) \$15,000 in ice-making equipment; 7) \$7,500 annual credit for Menu/Look of Success funds; 8) minimum of one Riverfront Park promotion per year; 9) special event staffing/equipment support for major events; and 10) marketing and promotional assistance. Mr. Moog explained he looks forward to the opportunity to leverage marketing dollars through the marketing opportunities Swire offers. Mr. Poirier said this proposed agreement could be a great partnership which can help drive rounds of golf at the city courses. If this agreement is approved by the Park Board, Swire could begin installation immediately with Golf being the first area converted to Coca-Cola. Riverfront Park Numerica SkyRide/Ribbon would be next followed by vending machine installations in other operational areas this summer.

Committee chair Bob Anderson joined the meeting at 3:20 p.m.

Motion #1: Gerry Sperling moved to recommend the Park Board approve a five-year contract with an optional two-year renewal with Swire Coca-Cola, as presented, for exclusive pouring rights for Spokane Parks and Recreation Division beverages sales.

Nick Sumner seconded. The motion passed unanimously (5-0 vote).

The committee agreed to present the recommendation as a regular action item at the July 9 Park Board meeting.

B. <u>Bernardo | Wills Architects contract amendment #7/Riverfront Park north bank playground</u> (\$20,000, no tax) – *Berry Ellison* presented an overview of contract amendment #7 with Bernardo | Wills Architects for work on the Riverfront Park north bank playground project in the amount of \$20,000, no tax. This amendment includes additional construction administration support for the project due to project complexity and lengthened schedule requiring additional on-site meetings and coordination.

Motion #2: Bob Anderson moved to recommend the Park Board approve contract amendment #7 with Bernardo | Wills Architects for additional construction administration services on the north bank playground project in the amount of \$20,000, no tax.

Gerry Sperling seconded. The motion passed unanimously (5-0 vote).

The committee agreed to present the recommendation as a consent agenda item at the July 9 Park Board meeting.

C. <u>LaRiviere change order #3/Riverfront Park north bank playground (\$134,200.47, tax inclusive)</u> – *Berry Ellison* presented an overview of change order #3 with LaRiviere for work on the Riverfront Park north bank playground in the amount of \$134,200.47, tax inclusive. This change order includes value-added improvements and credits, including upgrades to the large shade structure roof, reduction in drainage materials and concrete curb, modifications to faux rock and railings, structural upgrades to the M&O facility, addition of a performance climbing boulder as part of a philanthropic gift to Parks, increase height of parking lot screen walls, and added fixtures for public restrooms. The climbing feature would be funded by \$48,000 donation from the Jess Roskelley Foundation in memory of Jess Roskelley, a world-renowned outdoorsman who grew up in Spokane. Roskelley passed away last year while on a climbing trip. Mr. Ellison explained the additional 50 days being requested is needed due to delays caused by Covid-19 and the added scope of work in this change order. If approved by the Park Board, substantial completion is scheduled for Jan. 5, 2021.

Motion #3: Bob Anderson moved to recommend the Park Board accept change order #3 with LaRiviere for work on the Riverfront Park north bank playground in the amount of \$134,200.47, tax inclusive, from Administrative Reserve, Roskelley Foundation and FFE budget, and to add 50 calendar days to the contract.

Gerry Sperling seconded. The motion passed unanimously (5-0 vote).

The committee agreed to present the recommendation as a regular action item at the July 9 Park Board meeting.

Discussion items:

A. <u>Recreation Activity Guide request for proposal/five-year agreement</u> – *Jennifer Papich* presented an update on the request for proposal process for a five-year agreement to print the quarterly Parks Recreation Activity Guide. The value blanket contract to provide the design, printing and distribution of the quarterly guide is up for renewal. The request for proposals are due today, July 7. The proposed five-year contract with the selected provider is expected to come before the Park Board at the August board meeting for final approval.

Standing reports:

1. <u>June financials</u> – *Mark Buening* presented an overview of the June financials. Mr. Buening prefaced the report saying most areas reflect significantly less revenue and expenditures for the month due to the shutdown of most activities and programs, and the hiring freeze, due to the Covid-

19 pandemic. There have been six straight months of revenues exceeding expenditures despite the inability to provide many of the Parks' programs, activities and services. Report highlights included: 1) Natural Resources - revenues have exceeded last year due some additional fees they are allowed to collect thanks to recent City Council action and expenditures are about the same as 2019; 2) Recreation – revenues are about \$100,000 less than last year and expenditures are about \$350,000 less than 2019, primarily due to not hiring temp/seasonal employees; 3) Riverfront Park - the SkyRide is the only operation to be open this month and June revenues were about \$458,000 less than this time last year; 4) Park Operations – revenues are about the same and operating costs are about \$300,000 less than last year; 5) Administration – revenues exceeded expenditures about \$5.2 million compared to \$4.8 million in 2019; 6) Capital – Outlay was about \$134,000 less than last year; 7) Parks Fund – overall revenues are about \$1.3 million less than 2019 and operating expenses are approximately \$1.7 million less than last year resulting in about \$1.8 million of revenues over expenditures compared to \$1.2 million in 2019; 8) Golf Fund – revenues were about \$118,000 more than June 2019; and 9) Riverfront Park redevelopment bond - of the \$68.4 million total budget, there is about \$900,000 which has not been spent or encumbered. Mr. Buening presented a graph and figures comparing the monthly temp/seasonal expenditures of 2019 and 2020. Garrett Jones explained staff has done a tremendous job of pulling together and getting the job done with extremely limited resources. He gave examples of full-time staff running the SkyRide and mowing grounds. He commended staff for acting immediately in March in dramatically reducing expenses. Looking forward, Mr. Jones said Parks will need to be very thoughtful about how programs are implemented and park property is maintained. This will involve a three-to-four-year recovery plan.

2. <u>4th of July fireworks update</u> – *Jonathan Moog* provided a brief recap of this year's fireworks displays. The Spokane Indians Baseball Club, City of Spokane Parks & Recreation, Spokane County Parks, Recreation & Golf, and Spokane Public Schools partnered with several underwriters to provide four geographically dispersed drive-in fireworks in Spokane. *Garrett Jones* thanked the Spokane Indians for their partnership in making this a truly successful event. He added Parks is currently working with Spokane Indians on another similar event for the community.

Adjournment: The meeting adjourned at 4:24 p.m.

Next meeting: The next regularly scheduled meeting is 3 p.m. Aug. 11, 2020.

Spokane Park Board Briefing Paper



Committee	Finance								
Committee meeting date	July 7, 2020								
Requester	Jason Conley Phone number: 625-6211								
Type of agenda item	O Consent O Discussion O Information	Action							
Type of contract/agreement	New O Renewal/extension O Amendment/change order	Other							
City Clerks file (OPR or policy #)									
Item title : (Use exact language noted on the agenda)	Swire Coca-Cola contract for exclusive beverage pouring rights								
Begin/end dates	Begins: July 10, 2020 Ends: June 30, 2025 Ope	n ended							
Background/history: Spokane Parks and Recreation benefits from a master contract for exclusive beverage pouring rights. The current contract expired Jan. 31, 2020. Following City procurement process, RFP 5219-20 was competitively bid. P&R received two responses and evaluated both proposals. P&R desires to enter into a 5-year contract with Swire Coca-Cola to be the exclusive beverage provider at Riverfront Park, aquatics centers, golf courses, Dwight Merkel, Manito, and other mutually agreed upon properties. For this exclusivity, P&R will receive fixed-unit pricing, marketing and promotions funding, event support, beverage equipment, a fixed commission on vending machine sales, annual support product, and annual cash paid to Parks in a combined annual value of \$60,735 (based on historical averages). This amount, will increase as total sales increase over the life of the agreement.									
Motion wording: Move to approve a 5-year contract with a Spokane Parks and Recreation Division b	an optional 2-year renewal, with Swire Coca-Cola for exclusive pouring rig beverages sales.	hts for							
Approvals/signatures outside Parks: If so, who/what department, agency or co	• Yes • No Nompany: Swire Coca-Cola								
Name: Julie Jackson	Email address: jjackson@swirecc.com Phone: 509-921-6	5200							
Distribution: Parks – Accounting Parks – Pamela Clarke Requester: Jason Conley Grant Management Department/Name:	jjackson@swirecc.com								
Fiscal impact: O Expenditure	Revenue								
Amount: \$60,735	Budget code: various								
Vendor: ○ Existing vendor Supporting documents: ✓ Quotes/solicitation (RFP, RFQ, RFB) ✓ Contractor is on the City's A&E Roster - C ✓ UBI: 604-078-558 Business license exp									

Spokane Parks and Recreation Pouring Rights for Beverages Contract Recommendation





City of Spokane Procurement Requirements

- Exclusive pouring rights for beverages agreement requires a competitive RFP process administered by Purchasing Department
- Parks and Recreation current contract for Beverage Pouring Rights expired January 31, 2020
- P&R issued a Request for Proposal (RFP) for pouring rights for beverages for the years 2020-2025 (5 years). Includes optional 2-year renewal



Selection Process Timeline

Fall 2019 RFP specification review and update

December 2019 RFP advertised to prospective beverage providers

January 2020 Proposals received and evaluations conducted

February 2020 Interview of finalists/Reference Checks

July 2020 Finance Committee and Park Board contract recommendation

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Evaluation Criteria

- Partnership/Customer Service/References
- Product portfolio / Implementation plan
- Product pricing
- Vending Machine Commission
- Annual Support/Sponsorship Funding
- Additional financial compensation
- Equity among our Departments

Evaluation Committee

- Jason Conley Executive Officer
- Jonathan Moog Riverfront Park Director
- Amy Lindsey Riverfront Park Programming & Marketing Manager
- Dawn Frey Riverfront Park F&B Supervisor
- Josh Oakes Recreation Supervisor
- Mark Poirier Golf Manager
- Mark Gardner Golf Professional

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Connie Wahl—City Purchasing
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Responding Companies

- RC Cola (attended pre-bid meeting)
- Swire Coca-Cola
- PepsiCo

Swire Coca-Cola



Coca-Cola Advantage

Our Mission We are Your Local Coca-Cola Bottler



Be Your Most Valued Business Partner and Earn Your Loyalty and Trust by Delivering the Coca-Cola Advantage



SWIRE COCA-COLA, USA

Highlighted improvements to this contract

- All areas of Parks and Rec were involved in the entire selection process
- This RFP only involved Parks and Recreation—and not the entire City.
- Favorable product pricing
- Continued commission funding for Washington State Department of the Blind
- The ability to receive additional rebates based on sales.
- Ice making equipment at golf courses

Key Elements for Parks and Recreation

- 55% Commission on Vending Machines
- \$20,000/year in Annual Support/Sponsorship Funds
- \$20,535+/year in Annual Rebate Accrual
 *paid on anniversary date (\$3.00/case)
- \$7,500/year in Major Event Sponsorship Fees
- 400 cases of Annual Support Product (\$5,200 value)
- \$15,000 in one-time, ice-making equipment (2020)

Key Elements for Parks and Recreation

- \$7,500/year credit with Swire for Menu/Look of Success funds
 - Umbrellas, flags, tanker coolers, tents
- Minimum of (1) Riverfront Promotion per year
- Special event staffing/equipment support for major events
- Marketing and promotional assistance
- TOTAL: \$60,735/year Annual Funding Average

Key Elements for Swire Coca Cola

- Exclusive Pouring Rights for Beverages at Parks Golf Courses, Recreation Facilities, Riverfront Park, and Manito Park
- Coca-Cola impressions for millions of P&R visitors per year
- Increased market share in Spokane with negotiated pricing
- Ability to partner with Parks and Rec on the many cool things we do each year.

Implementation Timeline

- Swire has City equipment, and is ready to begin installation upon approval of this agreement
- Golf planned to be the first area converted to Coca-Cola. Installations will be scheduled with Golf Professionals
- Riverfront Park Numerica Skyride/Ribbon
- Vending Machines, in operational areas open/expected to be open summer 2020.

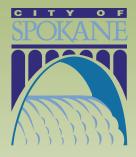
Recommendation

Swire Coco-Cola

July 10, 2020 to June 30, 2025

Optional 2-year extension in 2025

Questions & Comments





Spokane Park Board Briefing Paper



Committee	Finance
Committee meeting date	July 7, 2020
Requester	Berry Ellison
Requester phone number	509-625-6276
Type of agenda item	Consent Obiscussion OInformation OAction
Type of contract	New ORenewal/extension Amendment/change order OOther
City Clerks file (OPR or policy #)	OPR 2018-0554
Item title: (Use exact language on the agenda)	Bernardo Wills Architects contract amendment #7/Riverfront Park north bank playground (\$20,000, no tax)
Begin/end dates	Begins: 7/9/2020 Ends: 12/31/2020 Open ended
Impact if not approved at this time	
Background/history: Additional Construction Administration Supp requiring additional (out of scope) on-site me	ort for N Bank Playground due to project complexity and lengthened schedule eetings and coordination.
Recommendation/motion wording: Move to approve Bernardo Wills Architects a bank playground in the amount of \$20,000, r	amendment #7 for additional construction administration services on the north
Approvals/signatures outside Parks: If so, who/what department, agency or compa Name: Bill LaRue	Yes No Any: Email address: blarue@bwarch.com Phone: 509-838-4511
Distribution: Parks – Accounting Parks – Pamela Clarke Requester: <u>bellison@spokanecity.org</u> Grant Management Department/Name	jculp@bwarch.com; blarue@bwarch.com dlarnold@spokanecity.org jlbrown@spokanecity.org
Fiscal impact: • Expenditure Amount: \$20,000.00, (no tax) from proj contingency.	Revenue Budget code: 3346 49577 94000 56501 48118
Vendor: Existing vendor Supporting documents: Quotes/solicitation (RFP, RFQ, RFB) Contractor is on the City's A&E Roster - City ✓ Business license expiration date: 6.30.2027	

City Clerk's No. OPR 2018-0554



City of Spokane Parks and Recreation Department

CONTRACT AMENDMENT #7

Title: RIVERFRONT PARK NORTH BANK PROJECT

This Contract Amendment is made and entered into by and between the **City of Spokane Parks and Recreation Department** as ("City"), a Washington municipal corporation, and **Bernardo Wills Architects, P.C.**, whose address is 153 South Jefferson Street, Spokane, Washington, 99201 as ("Consultant"), individually hereafter referenced as a "party", and together as the "parties".

WHEREAS, the parties entered into a Contract wherein the Consultant agreed to provide Professional Landscape Architecture Services for Riverfront Park, North Bank Regional Playground; and

WHEREAS, a change or revision of the Work has been requested, thus the original Contract needs to be formally Amended by this written document; and

-- NOW, THEREFORE, in consideration of these terms, the parties mutually agree as follows.[®]

1. CONTRACT DOCUMENTS.

The original Contract dated August 27, 2018 and August 28, 2018, any previous amendments, addendums and / or extensions / renewals thereto, are incorporated by reference into this document as though written in full and shall remain in full force and effect except as provided herein.

2. EFFECTIVE TERM.

This Contract Amendment shall become effective on October 10, 2019 and shall run through December 31, 2020.

3. ADDITIONAL WORK.

The Scope of Work in the original Contract is revised to include that which is outlined in Exhibit A.

4. COMPENSATION.

The City shall pay an additional amount not to exceed **TWENTY THOUSAND AND 00/100 DOLLARS (\$20,000.00)** for everything furnished and done under this Contract Amendment. This is the maximum amount to be paid under this Amendment, and shall not be exceeded without the prior written authorization of the City, memorialized with the same formality as the original Contract and this document.

IN WITNESS WHEREOF, in consideration of the terms, conditions and covenants contained, or attached and incorporated and made a part, the parties have executed this Contract Amendment by having legally-binding representatives affix their signatures below.

BERNARDO WILLS ARCHITECTS, P.C.

CITY OF SPOKANE PARKS AND RECREATION DEPARTMENT

Date

2020 Date

ral, Landsi upe suchited Title

Attest:

Approved as to form:

Type or Print Name

By_

Signature

City Clerk

Assistant City Attorney

Attachments that are part of this Agreement: Attachment A = Proposal dated June 29, 2020

2020-06-30

ARCHITECTS PC

June 29, 2020

Mr. Berry Ellison City of Spokane Parks & Recreation 808 W Spokane Falls Blvd # 5 Spokane, WA 99201

Re: Proposal of Professional Services for Riverfront Park, North Bank Regional Playground; Amendment No. 7 – Additional Construction Administration Services

Dear Mr. Ellison:

Thank you for your phone call this week and for your concern regarding the status of our consulting fees. BWA wants to ensure we can maintain quality service to the city throughout the construction administration phase of the project. As we discussed, we have experienced several out of scope changes during the design phase, as well as, during the construction administration phase of the project. Both of which have affected our consultant budget.

This amendment consideration is for the consultant agreement between the City of Spokane Parks and Recreation Department and Bernardo Wills Architects, P.C. Dated August 27, 2018. It is intended to provide reimbursement for out of scope services moving forward through the construction administration phase, to substantial completion.

The largest portion of out of scope work was incurred through the extension of the construction period and inclusion of additional construction coordination meetings. Multiple delays have postponed construction completion, originally planned for the fall of 2020, to the spring of 2021. The original construction administration scope included 12 bi-weekly construction coordination meetings. These meetings have become weekly due to the complexity of the site work. We have exceeded our 12 meeting allotment, with several months remaining until the completion of construction.

Additionally, during the construction administration phase, we have greatly exceeded the amount of time estimated to secure Building Department Permits and Health Department Permits for the splash pad that has been out of our control. The budget has absorbed additional coordination time for owner directed changes occurring after approvals. To provide the city with the best value moving forward we would like to transition to bi-weekly meetings as originally agreed to. Because most of the RFI's and Submittals are complete, we feel that doing so would not impact the level of responsiveness.

This amendment consideration is intended to be concise, but we can provide additional detailed information, with dates, hours and detailed description of changes as requested.

We respectfully request your consideration of additional services in the amount of \$20,000 for these out of scope items.

Call us should you have any questions or require further clarification.

Sincerely,

Dell Hatch, ASLA BWA Landscape Architecture/Urban Design/Planning

William LaRue, ASLA Landscape Architect

153 South Jefferson Street Spokane, WA 99201 509 838.4511 | fax 509 838.4605 www.bernardowills.com

Spokane Park Board Briefing Paper



Committee	Finance									
Committee meeting date	July 7, 2020									
Requester	Berry Ellison		Phone number: 50	9-625-6276						
Type of agenda item	Consent	O Discussion	O Information	O Action						
Type of contract/agreement	🛈 New 🛛	Renewal/extension	O Amendment/change c	order 🔘 Other						
City Clerks file (OPR or policy #)	OPR 2020-02	285								
Item title : (Use exact language noted on the agenda)	LaRiviere cha tax inclusive)	5	nt Park north bank playgrou	nd (\$134,200.47,						
Begin/end dates	Begins: 7/9/2	020 End	ls: 04/30/2021	Open ended						
Background/history: Value-added improvements and credits including upgrades to the Large Shade Structure Roof; Reduction in drainage materials and concrete curb; modifications to faux rock and railings; structural upgrades to M&O facility; addition of a Performance Climbing Boulder as part of a philanthropic gift to Parks; increase height of parking lot screen walls; and added fixtures for public restrooms. Added fifty (50) calendar days due delays caused by COVID-19 and added scope listed above. Note: if approved, substantial completion will become January 5, 2021.										
Motion wording: Move to approve LaRiviere Inc. North Ba Administrative Reserve, Roskelley Found	ation, and FFI			om						
Approvals/signatures outside Parks:	• Yes	O No								
If so, who/what department, agency or co Name: Matt James		iviere inc. ess: mattj@lariviere.co	Phone: 2	08-683-2646						
				00-003-2040						
Distribution: Parks – Accounting Parks – Pamela Clarke Requester: Berry Ellison Grant Management Department/Name:		Dlarnold@sp PatrickMcCc	ookanecity.org ookanecity.org ord@HillInt.com iere.co (note: co, not com)							
Fiscal impact: 💿 Expenditure	🔘 Revenu	e								
Amount: \$134,200.47 (Redevelopment Bond)		Budget code: 3346 49577 94000	0 56301 48118							
Vendor: ● Existing vendor Supporting documents: Quotes/solicitation (RFP, RFQ, RFB) ✓ Contractor is on the City's A&E Roster - C ✓ UBI: 602-764-461 Business license exp		W-9 (for n	ew contractors/consultants/ve s (for new contractors/consulta Certificate (min. \$1 million in G	ants/vendors						

CITY OF SPOKANE PARKS AND RECREATION DEPARTMENT CHANGE ORDER NO. <u>03</u>

NAME OF CONTRACTOR: LaRiviere, Inc

PROJECT TITLE: North Bank Playground

PROJECT NUMBER: 5188-19

DESCRIPTION OF CHANGE:

\$ 4,618.45
\$ (1,359.56)
\$ (3,200.50)
\$ 25,813.92
\$ 23,971.05
\$ 47,782.96
\$ 24,206.90
\$ 12,367.25
\$ \$ \$ \$ \$

TOTAL AMOUNT: \$ 134,200.47

CONTRACT SUM (INCLUDES SALES TAX)	
ORIGINAL CONTRACT SUM (INCLUDE ALTERNATES)	\$ 8,454,218.46
NET AMOUNT OF PREVIOUS CHANGE ORDERS	\$ 335,541.35
CURRENT CONTRACT AMOUNT	\$ 8,789,759.81
CURRENT CHANGE ORDER (INCLUDES SALES TAX)	\$ 134,200.47
REVISED CONTRACT SUM	\$ 8,923,960.28

CONTRACT COMPLETION DATE					
ORIGINAL CONTRACT COMPLETION DATE	11/16/20				
CURRENT COMPLETION DATE	12/30/20 01/05/21				
REVISED COMPLETION DATE	NA				
Contractor's Acceptance: MAM	Date: <u>6/30/20</u>				
City Approval:	Date:				
Attest:	City Clerk				

Pre-Approved as to form: James Richman, Assistant City Attorney

Spokane Park Board Briefing Paper



Committee					
Committee meeting date					
Requester			Phone number:		
Type of agenda item	Consent	Discussion	Information	Action	
Type of contract/agreement	New	Renewal/extension	Amendment/change order	Other	
City Clerks file (OPR or policy #)					
Item title : (Use exact language noted on the agenda)			-		
Begin/end dates	Begins:	Ends:	C	pen ended	
Background/history:	<u> </u>				
				-	
Motion wording: Approvals/signatures outside Parks: If so, who/what department, agency or c	Yes	No			
Name:	Email addre	ess:	Phone:		
Distribution: Parks – Accounting Parks – Pamela Clarke Requester: Grant Management Department/Name:					
Fiscal impact: Expenditure	Revenu	e			
Amount:		Budget code:			
Vendor: Existing vendor	New ver	ndor			
Supporting documents: Quotes/solicitation (RFP, RFQ, RFB) Contractor is on the City's A&E Roster - 0 UBI: Business license exp	City of Spokane	W-9 (for new ACH Forms (fe	W-9 (for new contractors/consultants/vendo ACH Forms (for new contractors/consultants, Insurance Certificate (min. \$1 million in Gene		

Recreation Activity Guide RFP / 5 Year Agreement

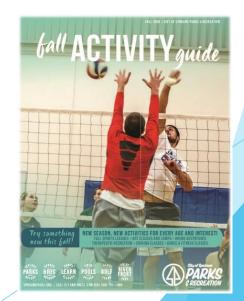
June 2017 the 3 year value blanket for Activity Guide layout, design, printing and distributing has expired.

- Informal Request for Proposals for the quarterly activity guide design, printing and mailing services closes tomorrow, July 8, 2020.
- Quarterly Activity Guide lists all programs, camps, events, classes and workshops that the Parks & Recreation Department has to offer for that time period.
- **NEW** this proposal we are soliciting what the cost would be for just the online version of the document Especially during COVID-19 when information changes rapidly, we want to have the ability to keep our information current.
- The final 5 year contract with the selected provider will come before Park Board in August as an action item for approval.









City of Spokane - Parks & Recreation Natural Resources Financial Report

		Year-to-Date Comparison											
				2020									
			A	DOPTED					20	019-2020	2019 YTD	2020 YTD	
	4	ADOPTED		BUDGET		2019		2020		YTD	% OF	% OF	
	BU	DGET 2020		Balance	Y	TD Actual	١	TD Actual	Di	fference	BUDGET	BUDGET	Change in %
Revenue:													
Program Revenue		91,000		58,315		12,973		32,685	\$	19,712	14.3%	35.9%	21.66%
Operating Transfers		66,000		•		66,000		66,000	\$		100.0%	100.0%	
		453.000				70.070		00.005		40 740	F0 00/	c2 00/	12 5 60/
TOTAL REVENUE:	\$	157,000	Ş	58,315		78,973	Ş	98,685	\$	19,712	50.3%	62.9%	12.56%
Expenditures:											0		
Salaries and Wages		526,791		333,655		192,518		193,136	\$	(618)	41.9%	36.7%	-5.26%
Personnel Benefits		187,267		114,992		71,300		72,276	\$	(976)	45.7%	38.6%	-7.07%
Supplies		30,550		26,174		5,843		4,376	\$	1,467	19.1%	14.3%	-4.80%
Services and Charges		207,355		176,630		35,222		30,725	\$	4,497	17.0%	14.8%	-2.17%
Interdepartment Svcs		23,800		23,800		1		5	\$	(#)			
Intergovernment Svcs		-		-		-		-	\$	-			
Subtotal Op. Exp.	\$	975,763	\$	675,251		304,883	\$	300,512	\$	4,371	34.8%	30.8%	-3.96%
Transfers Out		2,641		2,641		~		-	\$	-			
TOTAL EXPENDITURES:	\$	978,404	\$	677,892		304,883	\$	300,512	\$	4,371	34.7%	30.7%	-3.94%
Total Funding:	\$	(821,404)			\$	(225,910)	\$	(201,827)	\$	24,083			
(Rev. less Exp.)													

City of Spokane - Parks & Recreation Recreation Financial Report

		Year-to-Date Comparison								
		2020								
		ADOPTED			20	019-2020	2019 YTD	2020 YTD		
	ADOPTED	BUDGET	2019	2020		YTD	% OF	% OF		
	BUDGET 2020	Balance	YTD Actual	YTD Actual	D	ifference	BUDGET	BUDGET	Change in %	
<u>Revenue:</u>										
Program Revenue	1,377,716	1,155,747	321,140	221,969	\$	(99,172)	22.4%	16.1%	-6.32%	
Operating Transfers	3 2	-	-	-	\$	-				
								10.00	6 9 9 9 1	
TOTAL REVENUE:	\$ 1,377,716	\$ 1,155,747	321,140	\$ 221,969	\$	(99,172)	22.4%	16.1%	-6.32%	
Expenditures:										
Salaries and Wages	1,581,773	1,214,171	549,216	367,602	\$	181,614	41.0%	23.2%	-17.79%	
Personnel Benefits	324,160	190,579	138,877	133,581	\$	5,296	48.6%	41.2%	-7.34%	
Supplies	258,960	221,034	126,339	37,926	\$	88,413	43.1%	14.6%	-28.50%	
Services and Charges	1,316,952	932,260	453,561	384,692	\$	68,869	33.7%	29.2%	-4.49%	
Capital Outlay			3,940							
Interdepartment Svcs	16,950	5,503	17,551	11,447	\$	6,104	103.5%	67.5%	-36.01%	
Intergovernment Svcs	5,200	4,499	1,768	701	\$	1,067	34.0%	13.5%	-20.51%	
Subtotal Op. Exp.	\$ 3,503,995	\$ 2,568,045	1,291,252	\$ 935,950	\$	351,363	39.3%	26.7%	-12.59%	
Transfers Out	-	-	-	-	\$	~				
TOTAL EXPENDITURES:	\$ 3,503,995	\$ 2,568,045	1,291,252	\$ 935,950	\$	355,303	39.1%	26.7%	-12.40%	
Total Funding:	\$ (2,126,279)		\$ (970,112)	\$ (713,981))\$	256,131				
(Rev. less Exp.)										

City of Spokane - Parks & Recreation Riverfront Park

Financial Report

		Year-to-Date Comparison											
			_	2020	20								
				ADOPTED					2	019-2020	2019 YTD	2020 YTD	
	/	ADOPTED		BUDGET		2019		2020		YTD	% OF	% OF	
	BU	DGET 2020		Balance	Y	TD Actual	Ì	TD Actual	D	ifference	BUDGET	BUDGET	Change in %
<u>Revenue:</u>													
Program Revenue		4,186,300		3,728,549		1,404,853		457,751	\$	(947,102)	40.4%	10.9%	-29.50%
Operating Transfers		05		π		-		-	\$	-			
TOTAL REVENUE:	\$	4,186,300	\$	3,728,549		1,404,853	\$	457,751	\$	(947,102)	40.4%	10.9%	-29.50%
Expenditures:													
Salaries and Wages		2,410,861		1,694,428		880,622		716,433	\$	164,188	44.2%	29.7%	-14.47%
Personnel Benefits		666,992		429,938		213,359		237,054	\$	(23,695)	34.8%	35.5%	0.71%
Supplies		691,400		629,364		155,332		62,036	\$	93,296	33.8%	9.0%	-24.79%
Services and Charges		730,540		552,613		252,501		177,927	\$	74,575	37.6%	24.4%	-13.27%
Interdepartment Svcs		20,000		20,000		208		-	\$	208			
Intergovernment Svcs		33,400		31,529		14,272		1,871	\$	12,401	42.7%	5.6%	-37.13%
Subtotal Op. Exp.	\$	4,553,193	\$	3,357,872		1,516,294	\$	1,195,321	\$	320,972	40.2%	26.3%	-13.97%
Transfers Out		242,531		223,371		118,515		19,160	\$	99 <i>,</i> 355	49.8%	7.9%	-41.87%
TOTAL EXPENDITURES:	\$	4,795,724	\$	3,581,243		1,634,808	\$	1,214,481	\$	420,327	40.8%	25.3%	-15.46%
Total Funding:	\$	(609,424)			\$	(229,955)	\$	(756,730)	\$	(526,775)			
(Rev. less Exp.)													

City of Spokane - Parks & Recreation Park Operations Financial Report

		Year-to-Date Comparison											
				2020									
				ADOPTED	6					2019-2020	2019 YTD	2020 YTD	
		DOPTED		BUDGET		2019		2020		YTD	% OF	% OF	1
	BU	DGET 2020		Balance	Y	TD Actual		YTD Actual		Difference	BUDGET	BUDGET	Change in %
<u>Revenue:</u>													
Program Revenue		200,430		162,993		44,566		37,437	\$	(7,129)	23.4%	18.7%	-4.72%
Operating Transfers		3		-		-		-	\$	-			
TOTAL REVENUE:	\$	200,430	\$	162,993		44,566	\$	37,437	\$	(7,129)	23.4%	18.7%	-4.72%
Expenditures:													
Salaries and Wages		2,877,092		1,978,451		1,080,086		898,641	\$	181,445	40.9%	31.2%	-9.65%
Personnel Benefits		847,397		503,377		382,506		344,020	\$	38,486	44.9%	40.6%	-4.27%
Supplies		179,500		147,037		83,914		32,463	\$	51,451	46.7%	18.1%	-28.66%
Services and Charges		1,078,509		800,546		289,708		277,964	\$	11,744	26.7%	25.8%	-0.92%
Capital Outlay						16,137			\$	16,137			
Interdepartment Svcs		-		-				-	\$.			
Intergovernment Svcs		-		3 - 1		3-		2 — 2	\$	-			
Subtotal Op. Exp.	\$	4,982,498	\$	3,429,410		1,852,351	\$	1,553,088	\$	299,263	38.9%	31.2%	-7.75%
Transfers Out		25,526		25,526		-		-	\$	G			
TOTAL EXPENDITURES:	\$	5,008,024	\$	3,454,936		1,852,351	\$	1,553,088	\$	299,263	38.7%	31.0%	-7.70%
Total Funding:	\$	(4,807,594)			\$	(1,807,785)	\$	(1,515,650)	\$	292,135			
(Rev. less Exp.)													

City of Spokane - Parks & Recreation

Administration

Financial Report

			4-2-			•		
			.(Yea	r-to-Date Com	parison	×	
		2020						
		ADOPTED	i i			2019 YTD	2020 YTD	
	ADOPTED	BUDGET	2019	2020	2019-2020 YTD	% OF	% OF	
	BUDGET 2020	Balance	YTD Actual	YTD Actual	Difference	BUDGET	BUDGET	Change in %
<u>Revenue:</u>								
Program Revenue	336,500	228,348	394,452	108,152	\$ (286,300)	58.4%	32.1%	-26.27%
Operating Transfers	15,545,581	-	7,709,735	7,717,434	\$ 7,699	51.5%	49.6%	-1.81%
TOTAL REVENUE:	\$ 15,882,081	\$ 8,056,495	8,104,187	\$ 7,825,586	\$ (278,601)	51.8%	49.3%	-2.48%
Expenditures:								
Salaries and Wages	2,402,347	1,456,546	1,003,610	945,801	\$ 57,809	37.9%	39.4%	1.49%
Personnel Benefits	783,285	444,684	344,289	338,601	\$ 5,688	42.4%	43.2%	0.82%
Supplies	170,800	137,222	54,340	33,578	\$ 20,762	32.0%	19.7%	-12.34%
Services and Charges	616,577	371,902	860,735	244,675	\$ 616,061	146.7%	39.7%	-107.00%
Interdepartment Svcs	2,428,653	1,407,378	1,043,025	1,021,275	\$ 21,750	39.7%	42.1%	2.36%
Intergovernment Svcs	4,200	3,722	747	478	\$ 269	6.5%	11.4%	4.88%
Subtotal Op. Exp.	\$ 6,405,862	\$ 3,821,455	3,306,745	\$ 2,584,407	\$ 722,338	48.2%	40.3%	-7.88%
Transfers Out	69,306	64,958	26,897	4,348	\$ 22,549	46.2%	6.3%	-39.94%
TOTAL EXPENDITURES:	\$ 6,475,168	\$ 3,886,413	3,333,642	\$ 2,588,755	\$ 744,887	48.2%	40.0%	-8.23%
Total Funding:	\$ 9,406,913		\$ 4,770,544	\$ 5,236,830	\$ 466,286			
(Rev. less Exp.)								

City of Spokane - Parks & Recreation Capital Financial Report

			Year-to-Date Comparison					
		2020						
		ADOPTED			2019-2020	2019 YTD	2020 YTD	
	ADOPTED	BUDGET	2019	2020	YTD	% OF	% OF	
	BUDGET 2020	Balance	YTD Actual	YTD Actual	Difference	BUDGET	BUDGET	Change in %
<u>Revenue:</u>			I					
Grants Receivable	1,760,000	1,760,000	6 8		\$ =			
Expenditures:	2 625 000	0 450 077	205 405	470 700	ć 400 770	7 20/	C C0/	0.070/
Capital Outlay	2,625,000	2,452,277	306,496	172,723	\$ 133,773	7.3%	6.6%	-0.67%

City of Spokane - Parks & Recreation Parks Fund -- 1400 Financial Report June 2020

	Year-to-Date Comparison								
		2020							
		ADOPTED	2010	2020	2010 2020	2019 YTD	2020 YTD	Channa in	
	ADOPTED BUDGET 2020	BUDGET Balance	2019 YTD Actual	2020 YTD Actual	2019-2020 YTD Difference	% OF BUDGET	% OF BUDGET	Change in %	
Operating Revenue:	BODGET 2020	Dalafice	TID Actual	TID Actual	TTD Difference	BODGET	BODGLI	70	
Program Revenue	6,384,095	5,526,100	2,182,179	857,995	\$ (1,324,185)	37.2%	13.4%	-23.78%	
Operating Transfers		7,828,147	7,775,735	7,783,434	\$ (1,324,103) \$ 7,699	47.0%		2.87%	
Operating transfers	15,011,581	7,828,147	1,113,133	7,705,454	Ş 7,055	47.070	40.070	2.0770	
Total Operating Revenue:	\$ 21,995,676	\$ 13,354,248	9,957,914	\$ 8,641,428	\$ (1,316,486)	44.4%	39.3%	-5.14%	
Operating Expenses:									
Salaries and Wages	9,798,864	6,677,251	3,706,052	3,121,614	\$ 584,439	40.8%	31.9%	-8.95%	
Personnel Benefits	2,809,101	1,683,570	1,150,330	1,125,531	\$ 24,799	42.3%	40.1%	-2.24%	
Supplies	1,331,210	1,147,593	424,174	183,617	\$ 240,558	37.4%	13.8%	-23.65%	
Services and Charges	3,959,933	2,843,832	1,891,728	1,116,101	\$ 775,627	48.4%	28.2%	-20.24%	
Interdepartment Svcs	2,489,403	1,456,681	1,060,783	1,032,722	\$ 28,061	39.8%	41.5%	1.73%	
Intergovernment Svcs	42,800	39,750	16,787	3,050	\$ 13,737	33.5%	7.1%	-26.38%	
Total Operating Expenses:	\$ 20,431,311	\$ 13,848,677	8,249,854	\$ 6,582,634	\$ 1,667,220	42.2%	32.2%	-9.96%	
Net Op. Income (Loss):	\$ 1,564,365	\$ (494,429)	1,708,060	\$ 2,058,794	\$ 350,734	2.2%	7.1%	4.82%	
Other Financial Activity:									
Grants Revenue	1,760,000	-	-	1. 1					
Capital Outlay	(2,625,000)	8	(306,496)	(172,723)	\$ (133,773)	7.3%	6.6%	-0.67%	
Transfers Out	(532,153)		(145,412)	(23,508)	\$ (121,904)	42.8%	4.4%	-38.35%	
Total Other Activity:	\$ (1,397,153)	\$-	(451,908)	\$ (196,232)	\$ (255,676)	14.8%	14.0%	-0.75%	
Total Funding:	\$ 167,212	\$ (494,429)	\$ 1,256,152	\$ 1,862,562	\$ 606,410				
(Rev. less Exp.)									

Beginning Fund Balance	\$ 924,865
5% Reserve Requirement	\$ (1,179,423)
Revenue Stabilization Reserve	\$ (100,000)
Other Program Reserves	\$ (285,397)
Beginning Reserves	\$ (639,955)
Non-Capital Encumbrances	
Net Revenue (Expense)	\$ 1,862,562
Add Back Revenue Stabil. Reserve	\$ -
Ending Fund Balance Reserves	\$ 1,222,607

City of Spokane - Parks & Recreation Golf Fund -- 4600 Financial Report June 2020

	Year-to-Date Comparison								
		2020							
		ADOPTED			-		2019 YTD	2020 YTD	
	ADOPTED	BUDGET	2019	2020		019-2020	% OF	% OF	Change in
_	BUDGET 2020	Balance	YTD Actual	YTD Actual	YID	Difference	BUDGET	BUDGET	%
Revenue:									
Program Revenue	4,025,270		1,413,329	1,272,727	-	(140,602)	37.1%	31.6%	-5.52%
Pre-Sale Revenue			130,199	154,705		24,506			
Pepsi Commissions			(B)	. 5	\$	1			
Facility Improvement Fee	<u>=</u>		270,959	248,985	\$	(21,975)			
Other Transfers In	-		-	131,652	\$	131,652			
TOTAL REVENUE:	\$ 4,025,270	\$ (2,217,201)	1,814,488	\$ 1,808,069	\$	(6,419)	47.7%	44.9%	-2.77%
Expenditures:									
Salaries and Wages	1,250,892	854,666	489,969	396,226	\$	93,743	39.1%	31.7%	-7.46%
Personnel Benefits	323,259	169,243	164,433	154,016	\$	10,417	50.6%	47.6%	-2.96%
Supplies	316,920	257,555	117,594	59,365	\$	58,230	37.1%	18.7%	-18.37%
Services and Charges	999,405	736,986	226,480	262,419	\$	(35,939)	22.1%	26.3%	4.15%
Interdepartment Svcs	273,174	146,496	120,065	126,678	\$	(6,612)	41.9%	46.4%	4.47%
Intergovernment Svcs	21,000	15,178	7,325	5,822	\$	1,502	34.9%	27.7%	-7.15%
Subtotal Op. Exp.	\$ 3,184,650	\$ 2,180,125	1,125,866	\$ 1,004,525	\$	121,341	34.9%	31.5%	-3.36%
Capital Outlay	295,000	294,540	95,780	460	\$	95,320	38.3%	0.2%	-38.16%
Transfers Out	483,216	378,477	112,967	104,739	\$	8,228	40.9%	21.7%	-19.26%
TOTAL EXPENDITURES:	\$ 3,962,866	\$ 2,853,142	1,334,613	\$ 1,109,724	\$	(224,889)	35.6%	28.0%	-7.57%
Total Funding: (Rev. less Exp.)	\$ 62,404		\$ 479,874	\$ 698,345	\$	218,471			

Beginning Fund Balance	\$ 394,515
Less 7% Reserve Requirement	\$ (277,401)
Beginning 2019 Excess Reserves	\$ 117,114
2020 YTD Change in Cash	\$ 698,345
Encumbrances at Month End	
Facility Improvement Reserve	\$ (631,337)
2020 YTD Available Cash	\$ 184,122

Fund 1950 - Park Cumulative Reserve Fund

January 1, 2020 through June 30, 2020

		BEGINNING BALANCE	REVENUES	EXPENDITURES	ENDING FUND BALANC			REMAINING BALANCE	Fund Balance Category	
	General Purposes	\$ 42,772.17			The second s		\$	25,957.42	Undesignated	
	Computer Replacement & Software	1,135.26	24,566.40		25,701.6	5		25,701.66	Designated	
a	Fleet Replacement	375,128.57	113,440.21	840	488,568.7	113,440.21	1	375,128.57	Designated	Capital
	Sky Prairie/5-Mile	40,466.19	-		40,466.1	Э		40,466.19	Designated	Capital
b	RFP Recreation Equipment	10,911.05	57.0		10,911.0	5		10,911.05	Designated	Capital
b	Recreation Capital Replacement	5,031.02	540) (447)	(12)	5,031.0	1,085.38	3	3,945.64	Designated	Capital
b	Golf Capital		0 6 0	(ite)				1724	Designated	Capital
c	Capital Equipment Maint./Replacement	300,000.00	200	36,028,48	263,971.5	2 2		263,971.52	Designated	Capital
	CIP Projects	1,101,600.03	14,000.00	31,372.26	1,084,227.7	7 14,607.43	3	1,069,620.34	Designated	Capital
	Turf Replacement	120,000.00	-		120,000.0	D		120,000.00	Designated	Capital
	Tennis Courts, USTA Private Grant	24,953.37			24,953.3	7 2,902.62	2	22,050.75	Designated	Capital
	Rochester Heights, Trugreen Foundation	5,000.00	121	i i i	5,000.0	D		5,000.00	Designated	Capital
	Northbank Soil Mitigation	(4)			*				Designated	Capital
h	Vietnam Veterans Memorial	25,000.00			25,000.0	D		25,000.00	Designated	Capital
g	Dutch Jake's Park	(3,109.71)		- C	(3,109.7	1)		(3,109.71)	Designated	Capital
i	W. Havermale Playground	400,000.00	1963 1963	50,524.16	349,475.8	4 349,949.43	1	(473.57)	Designated	Capital
1	RFP N. Bank	900,000.00	122,303.05	19,529.04	1,002,774.0	1 1,250,574.1	5	(247,800.14)	Designated	Capital
d	Skyride	27,080.11		÷	27,080.1	1 19,772.94	4	7,307.17	Designated	Risk
e	Reserved for Property Donations	45,583.80	141		45,583.8	0		45,583.80	Restricted	Repairs/Maintenance
f	Conservation Futures	137,038.53		10,799.19	126,239.3	4 10,000.00	0	116,239.34	Restricted	Property Donations
	Riverfront Conservation Futures Loan		14						Restricted	Futures
		\$ 3,558,590.39	\$ 278,235.56	\$ 168,993.78	\$ 3,667,832.1	7 \$ 1,762,332.1	4\$	1,905,500.03		Futures
		And the second s	din.		\$ 3,620,539.2	4				
					\$ 47,292.9	3 closing entries	to be	done by Centr	alized Acct.	
					\$ (61,948.8	5)				

FOOTNOTES:

- a includes capital asset purchases exceeding \$5,000 per the Parks' Vehicle and Capital purchasing policy. Any auction proceeds for sold vehicles is included in revenues.
- **b** Used for the purpose of replacing capital equipment for each designated department with the use of auction proceeds.
- c Park Board and Finance committee agreed to change fund balance reserve from 7% to 5% in 2018. The remaining 2%, approximately \$300,000, was intended to create line item designated for capital equipment major maintenance and replacements. Annual amounts, TBD, will be transferred from Parks Fund to maintain balance.
- *d* Designated for Skyride maintenance and repairs. Payments for 2005A Bond previously paid from these funds are now budgeted and expensed from Parks Fund.
- e Donations and grant revenues allocated for maintenance and operations of the following properties:

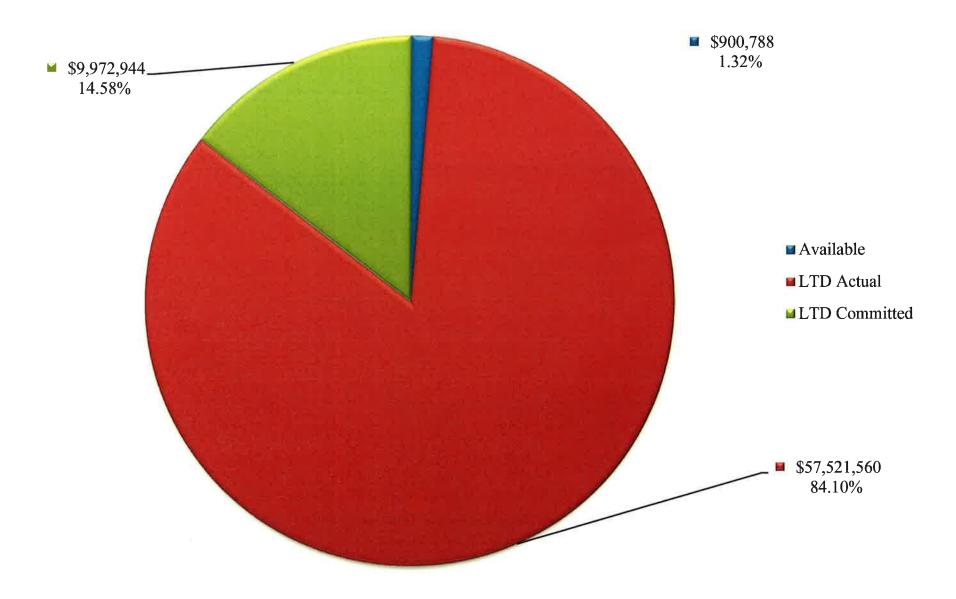
	Existing properties include:	>Armstrong	>Romaine-Palis	sades	>Austin Ravine
f	Levied taxes for maintenance and operat				
	>Rim Rock	>Trolley Trail	>Downriver	>Elliot	>Palisades (Thomas & Gusman)
	>Camp Sekani	>Latah Creek	>Romine	>Ashland Estate	>Drumheller Springs
		1	D. L. L. L. L. D. D.	a set a st	

- g Proceeds from West Quadrant TIF allocated specifically for Dutch Jake's Park project.
- h Donation received from Innovia Foundation November 2019 solely for the revitalization of The Inland Northwest Vietnam Veterans Memorial.
- Proceeds received from Spokane Parks Foundation of \$400,000 as down payment for SIP loan (remaining \$900,000 commitment). Funds to be used for design and construction of W. Havermale all-ability playground.
- J Proceeds to be used towards N. Bank project allocated as follows: \$500,000 for Parking Lot; \$400,000 for N. Bank stairs

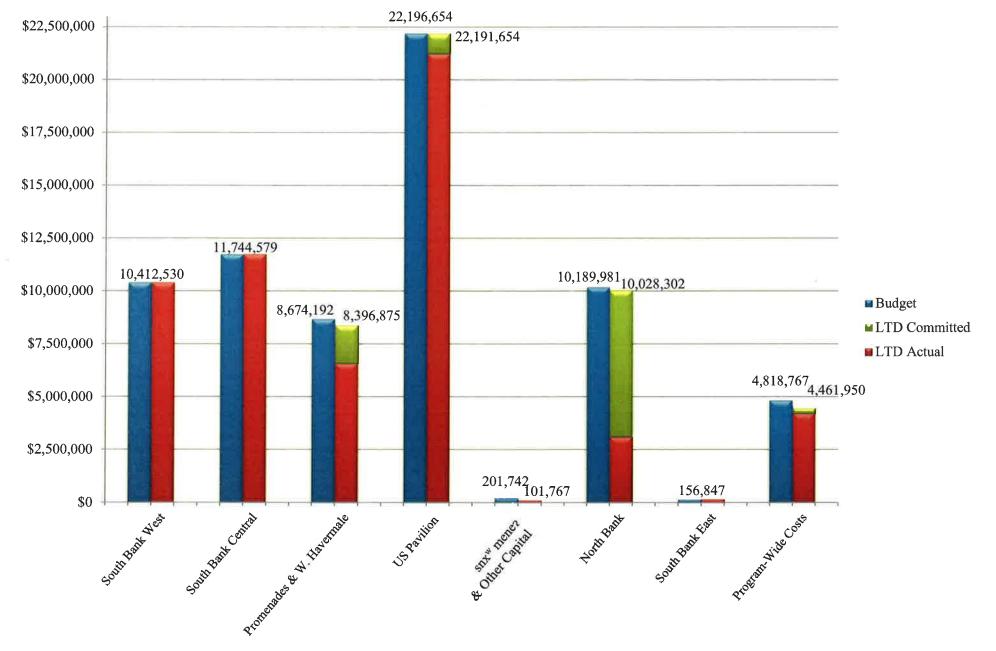
Riverfront Park Redevelopment Project Update

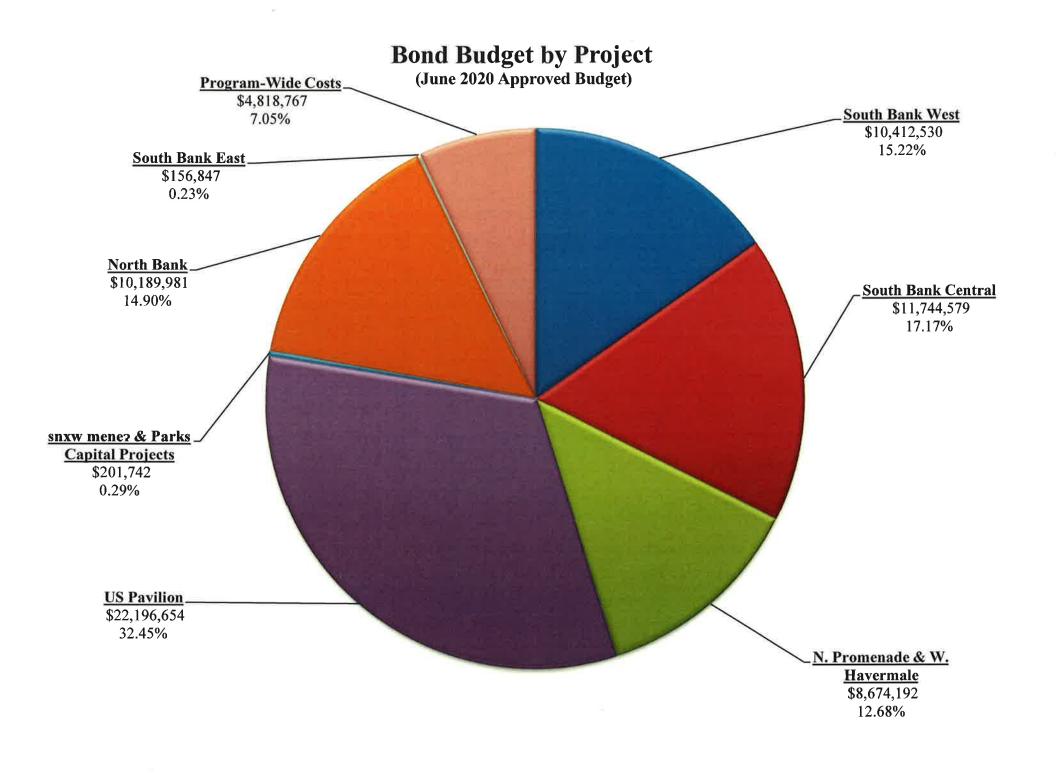
June 2020

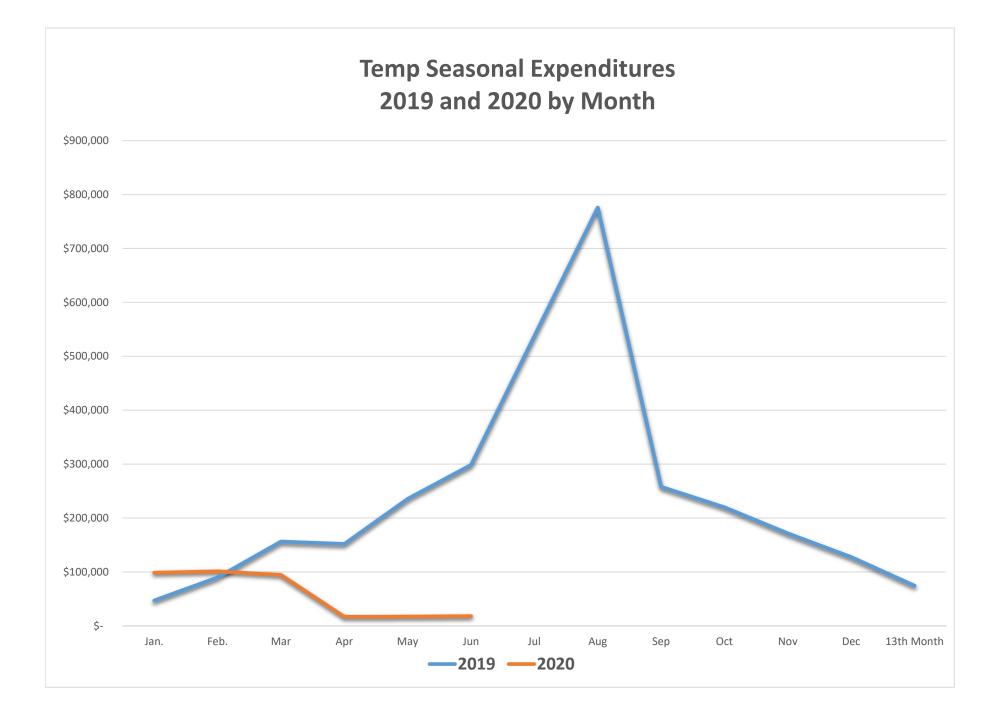
Bond Budget Utilization Through June 2020 (June 2019 Approved Budget)



Comparison of Approved Bond Budget to Actual & Committed Expenditures June 2020







Temp Seasonal Expenditures 2019 and 2020 Monthly comparison

	2019	2020	
Jan.	\$ 47,109	\$ 98,606	
Feb.	\$ 90,004	\$ 101,164	
Mar	\$ 156,565	\$ 94,416	
Apr	\$ 152,078	\$ 16,869	
May	\$ 235,746	\$ 17,310	
Jun	\$ 298,514	\$ 18,241	35.4%
Jul	\$ 537,656		
Aug	\$ 775,955		
Sep	\$ 258,029		
Oct	\$ 219,992		
Nov	\$ 171,589		
Dec	\$ 127,596		
13th Month	\$ 74,495		

Total	3,145,326.97 \$	346,607
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