# City of Marlborough Public Meeting Posting

Meeting Name:	City Council Finance Committee	CITY OF MAR	AS UFFICE ALBOROUGH
Date:	April 17, 2024	2024 APR -9	PM 4:57
Time:	6:30 PM		
Location:	City Council Chamber, 2 <sup>nd</sup> Floor, City Hall, 140	Main Street	

This meeting will be held in the City Council Chamber. <u>Public attendance is permitted.</u> The meeting will be televised on WMCT-TV (Comcast Channel 8 or Verizon/Fios Channel 34) or you can view the meeting using the link under the Meeting Videos tab on the city's website, home page (<u>www.marlborough-ma.gov</u>).

04-08-24 – Order No.23-1009129: Communication from Mayor Dumais together with two Transfer requests from Economic Development to Marlborough Economic Development Corp., in the amount of \$762,465 to fund the FY2025 Operating Budget and \$150,000.00 to replenish the existing Toolbox fund to continue to support MEDC'S small business financial incentive grant programs. –Refer to Finance

THE LISTING OF TOPICS THAT THE CHAIR REASONABLY ANTICIPATES WILL BE DISCUSSED AT THE MEETING IS NOT INTENDED AS A GUARANTEE OF THE TOPICS THAT WILL HAVE BEEN DISCUSSED. NOT ALL TOPICS LISTED MAY IN FACT BE DISCUSSED, AND OTHER TOPICS NOT LISTED MAY ALSO BE BROUGHT UP FOR DISCUSSION TO THE EXTENT PERMITTED BY LAW.

The public should take due notice that the Marlborough City Council may have a quorum in attendance due to Standing Committees of the City Council consisting of both voting and non-voting members. However, members attending this duly posted meeting are participating and deliberating only in conjunction with the business of the Standing Committee.

Electronic devices, including laptops, cell phones, pagers, and PDAs must be turned off or put in silent mode upon entering the City Council Chamber, and any person violating this rule shall be asked to leave the chamber. Express authorization to utilize such devices may be granted by the President for recordkeeping purposes.

### IN CITY COUNCIL



Marlborough, Mass., APRIL 8, 2024

### ORDERED:

That the Transfer Request in the amount of \$762,465.00 (Seven hundred sixty-two thousand, four hundred sixty-five dollars) from Economic Development to MEDC Funding for the FY 2025 Operating Budget of MEDC, be and is herewith referred to **FINANCE COMMITTEE**.

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la sea a contra la sea a contra la sea a sea a contra	DEPT:	Mayor			2	FISCAL Y	EAR:	2024	
t Name a contra a las		FROM AC	COUNT:			TO ACCOL	JNT:		
Available Balance	Amount	Org Code	Object	Account Description:	Amount	Org Code	Object	Account Description:	Available Balance
\$1,923,893.90	\$762,465.00	27000099	42440	Economic Development	\$762,465.00	<sup>₽</sup> 11740006	53950	MEDC Funding	\$0.00
ana an an an gaan an an an	Reason:	To allow th	e MEDC to	continue it's work in promoting	g the economic deve	lopment of the	City for FY	25	
l 1. an Alban (an Carda) 1.	\$762,465.00	Total			\$762,465.00	Total			

#### ADOPTED

#### ORDER NO. 24-1009129

## IN CITY COUNCIL



Marlborough, Mass., APRIL 8, 2024

### ORDERED:

That the Transfer Request in the amount of \$150,000.00 (One hundred fifty thousand dollars) from Economic Development to MEDC Funding for the Economic Development Toolbox, be and is herewith referred to **FINANCE COMMITTEE**.

		and the set of the		IARLBOROUGH TRANSFERS			, , , , , , , , , , , , , , , , , , , ,
generate de la construction de l	DEPT:	Mayor			FISCAL YEAR:	2024	
a a constante		FROM ACCOUNT:			TO ACCOUNT:		i
Available Balance	Amount	Org Code Object	Account Description:	Amount	Org Code Object	Account Description:	Available Balance
\$1,923,893.90	\$150,000.00	<sup>16</sup> 27000099 42440	Economic Development	\$150,000.00	<b>1</b> 1740006 53950	MEDC Funding	\$0.00
1	Reason:	To replenish the Econ	omic Development Toolbox for	FY25			
a constant	\$150,000.00	Total		\$150,000.00	Total		

#### ADOPTED

ORDER NO. 24-1009129



## City of Marlborough CLERK'S OFFICE. Christia

DOTOUSILERK'S OFFICE. Christian Dumais, Mayor

Office of the Mayor

140 Main Street 2024 APR -4 AMII: 45 Marlborough, MA 01752 (508) 460-3770 Mayor@marlborough-ma.gov

April 4, 2024

Council President Ossing Marlborough City Council 140 Main Street Marlborough, MA 01752

#### RE: Transfer Request – Marlborough Economic Development Corp. FY25 Operating Budget and Toolbox

Dear Council President Ossing and Councilors,

Enclosed for your review and approval are two transfer requests from Economic Development to the Marlborough Economic Development Corporation (MEDC) in the amount of \$762,465 to fund the operating budget and \$150,000 to fund the existing toolbox program.

The Marlborough Economic Development Corporation is a recognized leader in the Commonwealth in business development, support, and attraction which allows us to maintain a low commercial vacancy rate. MEDC also continues to prioritize innovation and community support, as seen through their pop-up shop initiative, toolbox program, Food Truck and Arts Festival, and on the ground small business support.

Included for your review is the FY25 Operating Budget and narrative from Executive Director Meredith Harris. The two transfers are also included for your review and approval.

Executive Director Meredith Harris and I will be available at a future meeting to answer any questions you may have.

Sincerely,

J. Christian Dumais Mayor

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March 25, 2024

Honorable J. Christian Dumais, Mayor City Hall, 4<sup>th</sup> Floor 140 Main Street Marlborough, MA 01752

RE: FY'25 Operating Budget Transfer Request & Economic Development Toolbox Fund Replenishment

Dear Mayor Dumais:

I write to you today seeking a transfer request for MEDC's operations and special projects for FY'25 and a request for a separate appropriation from the City to replenish the Economic Development Toolbox.

On behalf of the Marlborough Economic Development Corporation (MEDC), I am herewith submitting this letter proposing MEDC's fiscal year 2025 total budget in the amount of \$762,465.

Also, MEDC is requesting a separate appropriation from the City of \$150,000 to replenish the Economic Development Toolbox fund to continue supporting MEDC's small business financial incentive grant programs.

MEDC is requesting a 9.98% increase in our budget request for FY25. The reason for the increase is due to two items; 1) \$20,000 for the downtown retail incubator program commonly known as the "Pop Up Shops" and 2) consideration for the part time administrative role to go from part-time to full-time with benefits, accounting for approximately \$20,000.

In 2023, MEDC received a Regional Economic Development Organization (REDO) grant through the Massachusetts Executive Office of Economic Development in collaboration with the 495 MetroWest Partnership to launch the Downtown Pop-Up Shops with help from the City's Department of Public Works. The goal was to provide temporary retail space for small business owners and/or entrepreneurs looking to test out the downtown market. In the inaugural year, MEDC housed 20 unique vendors including well-known local small businesses such as Vibes Candles, Luna Pines and Magic and Color Co. MEDC is happy to say that one of our resident vendors recently shared that they will be moving to a brick-and-mortar space in the downtown in the coming months, which MEDC believes is a true success story for this program.

The Pop-Up Shops were open from May-December and in that time, MEDC was able to provide opportunities for MPS students to showcase the Panther Den, provide space to the Marlborough Public Library during two different weeks and host a Christmas in July event bringing families downtown to shop during the downtown construction project. Furthermore, the pop-up shops were well utilized and enjoyed during the seasonal Farmers Market and during downtown events such as the Food Truck and Arts Festival and the Holiday Stroll.

91 Main Street - Suite 204 | Marlborough, MA 01752 | Tel: 508 229 2010 | Fax: 508 229 1720 | www.marlboroughedc.com

#### MARLBOROUGH ECONOMIC DEVELOPMENT C O R P O R A T I O N

To continue operating and maintaining the Pop-Up's, MEDC is requesting funding for items such as advertising/marketing, maintenance of the porta potties, Wi-Fi, insurance, increased signage, beautification and two promotional/community events.

The need for the administrative role to go from part-time to full-time is to help with overseeing and managing use of the Pop-Up's along with the more traditional administrative and clerical tasks such as scheduling, answering phones, general office management, supporting staff with projects as well as assisting with all marketing efforts. We have struggled with finding a suitable candidate for this role as part-time and believe shifting the position to a full-time role will help attract a quality candidate.

In 2023, the City approved a separate appropriation of \$100k to add to MEDC's Economic Development Toolbox fund. There were six grants awarded to both new and existing businesses, totaling \$89,200. Grants awarded include \$4,200 to An Nam Vietnamese Grill/Bao Bap, \$50k to Wemmy's Kitchen & Lounge, \$10k to Collins Funeral Home, \$10k to the commercial property at 195-205 Main Street, \$10k to Kennedy's Restaurant & Market and \$5k to Zarape Restaurant. In 2024, the Toolbox has awarded \$80,385 to five new and existing small businesses. Grants awarded include \$12k to Marlboro Pharmacy and Wellness Center, \$25k to Word on the Street, \$25k to Spirit in Motion Dance Academy, \$10k to Tropical Cafe, and \$8,385 to Halie Jean Aesthetics. Currently, there are applicants in the pipeline which exceed available funds in the Economic Development Toolbox, demonstrating the need for additional funding to continue supporting small business growth within the community.

I would appreciate your approving the above transfer request of \$762,465 and a separate appropriation of \$150,000 to replenish the Economic Development Toolbox fund. You will find more information regarding the Toolbox Programs in the attached budget summary. Please forward to the City Council at your earliest convenience, allowing MEDC to update the Council on our progress and discuss the organization's goals and objectives.

Thank you for your kind attention to this matter, and if you have any questions, please contact me.

Sincerely,

Meredith Harris Executive Director

Attachments A: FY'25 Operational Budget

Cc: Diane Smith, City Auditor David Williams, Finance Director

91 Main Street – Suite 204 | Marlborough, MA 01752 |Tel: 508 229 2010 | Fax: 508 229 1720 | www.marlboroughedc.com

## Attachment A

FY'25 Operational Budget



The Marlborough Economic Development Corporation (MEDC) requests a total **budget of \$762,465 to fund its' FY25 operations and special projects** which equates to a 9.98% increase year over year. The budget increase is primarily due to converting the administrative position from part-time to full-time with employee benefits and incorporating operational expenses to continue with and enhance the Downtown Pop-up Shops Program which was solely funded by a state grant last year.

The budget is divided into three categories which represent salaries, expenses, and special projects. The following total budget summary consists of total line-item allocations for the above-listed categories.

#### Salaries and Benefits

**\$384,115** in personnel, employer taxes, insurance and fringe benefits are allocated to salaries and benefits.

Payroll / Total Salaries	\$317,330
Employee Benefits	\$ 41,135
Employer Payroll Taxes & Liability	\$ 25,650

#### **Operating and Administrative Expenses**

**\$132,350** is allocated to operating and administrative expenses in order to conduct business.

Materials & Supplies	\$45,700
Contracted Services	\$40,900
Occupancy	\$45,750

#### Special Projects

**\$246,000** is allocated to special projects in order for MEDC to carry out the goals and objectives of the organization.

Business Retention & Expansion	\$89,500
Hospitality & Sports Tourism	\$76,500
Urban Village & Community Development	\$30,000
City Planning Services	\$50,000

Additionally, MEDC is requesting a separate appropriation from the City in the amount of **\$150,000 to replenish the Economic Development Toolbox fund**.

Since 2015, the Toolbox has been helping to expand the local economy and create a business-friendly climate for entrepreneurs and companies searching for their perfect location. There are four reimbursement grant programs available that cover business expenses – amenities funding, beautification grants, rental assistance, and a property tax-based reimbursement.

To date, the Toolbox has awarded approximately \$500k in reimbursement grants, filled 130k SF of vacant space, retained over 80 jobs and added about 290 new jobs to the market. In addition, MEDC granted approximately \$130k to 33 establishments in the city, which offered short term financial relief to these small businesses impacted by the COVID-19 pandemic.

FY 2025 Budget Summary

In 2023, the City approved a separate appropriation of \$100k to add to MEDC's Economic Development Toolbox fund. There were six grants awarded to both new and existing businesses, totaling \$89,200. Grants awarded include \$4,200 to An Nam Vietnamese Grill/Bao Bap from the Storefront Beautification Program, \$50k to Wemmy's Kitchen & Lounge from the Amenities Program, \$10k to Collins Funeral Home from the Storefront Beautification Program, \$10k to the commercial property at 195-205 Main Street from the Storefront Beautification Program, \$10k to Kennedy's Restaurant & Market from the Storefront Beautification Program, and \$5k to Zarape Restaurant from the Storefront Beautification Program.

MEDC MARLBOROUGH

In 2024, the Toolbox has awarded \$80,385 to five new and existing small businesses. Grants awarded include \$12k to Marlboro Pharmacy and Wellness Center from the Rental Assistance Program, \$25k to Word on the Street from the Amenities Program, \$25k to Spirit in Motion Dance Academy from the Amenities Program, \$10k to Tropical Cafe from the Storefront Beautification Program, and \$8,385 to Halie Jean Aesthetics from the Rental Assistance Program. Currently there are applicants in the pipeline to be considered which exceed the amount of available funds in the Economic Development Toolbox Fund.

The Toolbox grant program applications are increasing, and this demand demonstrates the need to provide financial assistance as a way to continue to attract and retain new and growing businesses to the city. Therefore, MEDC is requesting a separate appropriation of \$150k to replenish the Economic Development Toolbox fund to continue to support the small business financial incentive grant programs.

Salaries Full-time		PERMAN	ENT FULL	ГІМЕ				
Salaries with standard annual salary in	crease of up to 3%							
Salaries with standard annual salary in								
(A)	(B)	(C)	(D)	(E)	(F)	(G)	(H)	
NAME	TITLE			TOTAL	WEEKLY	HOURLY		L SALARY
		SALARY	FLAT RATE		SALARY	FLAT RATE		YEAR
		FY'24			FY'25		Rounde	
Meredith Harris	Executive Director	2190.92	54.77	113,928	2,256.65	56.42	\$	117,346
Linda Martins	Director of Operations	1406.89	35.17	73,158	1,449.10	36.23	\$	75,353
Lindsey Jaworek	Business/Hospitality Manager	1260.84	31.52	65,564	1,298.67	32.47	\$	67,531
TBD	Senior Administrator				1000.00	25.00	\$	52,000
Salaries Full-time Total							\$	312,230
Salaries Part-time		PART TIM	ЛЕ					
NAME	TITLE	Hours/	Hourly	Weeks			Total	Salary
		week	rate					udget Year
MEDC Intern	Internship (Summer 2024)	30	17.00	10	1		\$	5,100
Salaries Part-time Total							\$	5,100
Grand Total Salaries							\$	317,330
							Ψ	017,000
		Employe	e Benefits /	Payroll Ta	xes			
	ITEMIZE AND JUSTIFY:						AMO	UNT
	Health, Dental, Retirement, etc.						\$	41,135
	Employer Payroll Taxes						\$	25,000
	Workers' Compensation Ins. Plan						\$	650
					Total		\$	66,785
Total Salaries							\$	317,330
Grand Total Payroll Expenses							-	384,115

MATERIALS AND SUPPLIES Expenses This category covers collectively all operating supplies and services, which are defined as consumable commodities, necessary to conduct business: for example, office and custodial supplies, printing and reproducing marketing collateral, subscriptions, postage, repairs and office maintenance, etc. **ITEMIZE AND JUSTIFY** Amount Requested Advertising/Marketing Supplies & Services (Ex. E-Newsletter & E-Survey Services, Creative Services, etc.) \$ 1,500 Conferences/Meetings (Ex. Registration Fees for business events, luncheons, receptions & misc. attendance & hosting expenditures) \$ 3,800 Maintenance & Repair (Ex. Office Water Dispenser Cleaning, Office Fixtures & Dry Cleaning/Carpet Cleaning) \$ 500 Membership Fees/Subscriptions (Ex. CoStar Realty Services, Yearly Newspaper Subscriptions & Membership Dues) \$ 22,500 Office Supplies (Ex. Paper, pens, notepads, binders, paper clips, staples, labels, coffee, water, etc. - Including small/light office equip <\$1000) \$ 3,000 Printing & Reproduction (Ex. Kyocera Copier Services, Re-print Marketing Collateral & Special Article Poster Prints) \$ 1,500 Reimbursable Expenses (Ex. Employee mileage for business use, office supplies, phones, etc.) \$ 4,000 Website Services (Ex. Hosting Services, Domains, Internet) \$ 6,400 Office Equipment >\$1000 (Ex. Server, Laptop replacement for staff) \$ 2,500 **TOTAL MATERIALS & SUPPLIES** \$ 45,700 Expenses

IOUNT  \$7,500
Ior, payroll services, etc.
10UNT \$7,500
\$7,500
\$7,500
\$7,500
\$25,000
\$4,500
\$3,900
\$40,900

Expenses

Expenses			OCCUPA	NCY			
Marlborou	 gh Economi	c Developn	nent Corpor	ation (MEDC)	Reques	ted Amount	
91 Main St	treet, Suite 2	203A / 203B	3/204				
	Lease Agre	eement			\$	36,500	
	Directors &	Office Lia	bility Insura	nce	\$	3,450	
	Utilities				\$	5,800	
	- Phone S	ervices					
	- Electricit	y Supply					
		TOTAL			\$	45,750	

Expenses

Expenses	SPECIAL PROJECTS	
SPECIAL PROJECTS:		AMOUNT
		FY25
Business Retention & Expansion		
Founders Reception	Annual Thank You event	\$ 7,50
Marketing Collateral	Ads/Marketing Materials-Operating Program Fees (i.e. Toolbox Programs, RLF Program, etc.)	\$ 3,50
Co-hosted Business Event(s)	Marlborough Community events	\$ 5,00
Hosted Outreach Events (Attraction)	3-4 Outreach events (i.e. w/ MassEcon - Site Selectors, MassDevelopment, BIO International)	\$ 10,00
Workforce Development	Workforce Expansion/Career Exploration	\$ 5,00
Conferences, Meetings, Events & Tradeshows	Business Meetings, Conferences, Events, Tradeshows, etc.	\$ 14,00
Focus Group/Event (Retention)	Targeted event (i.e. Commercial Brokers)	\$ 6,50
Media Buy Branding Campaign	Targeted print/digital campaigns - Branding & Promoting Marlborough	\$ 38,00
	Total	\$ 89,5
Hospitality & Sports Tourism		+
Visit-Marlborough Website	Maintenance & Development	\$ 4,00
Marlborough Restaurant Association - Training	Training Initiative (ServSafe & CPR classes)	\$ 12,50
Hospitality Business Development	Hotel/Restaurant & Sports Tourism, Promoting Visit-Marlborough (i.e. Dine Local, Restaurant Week)	\$ 15,00
Phantom Gourmet	Marketing & Media Partnership	\$ 45,00
	Total	\$ 76,50
Urban Village/Community Development		
Downtown & French Hill Beautification	Downtown Business Ads, Landscaping, Flags, Signs, etc.	\$ 10,00
Downtown Pop-Up Shops	Management of Program, Marketing, Supplies, Operational Costs	\$ 20,00
	Total	\$ 30,00
City Services		\$ 30,00
City Planning Services - City of Marlborough	Analysis & Technical Assistance Total	\$ 50,00
	TOTAL SPECIAL PROJECTS	\$ 246,00

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### Marlborough Economic Development Corporation **Budget Overview**

July 2024 through June 2025

	Ju	l '24 - Jun '25
Ordinary Income/Expense		
Expense		
Payroll Expenses		
Employee Benefits	\$	41,135.00
Employer Payroll Taxes	\$	25,000.00
Salaries	\$	317,330.00
Workers' Comp	\$	650.00
Total Payroll Expenses	\$	384,115.00
Advertising/Marketing	\$	1,500.00
Computer Services & Licenses	\$	8,700.00
Conferences/Meetings	\$	3,800.00
Dues and Subscriptions	\$	22,500.00
Insurance	\$	3,450.00
Internet service	\$	4,700.00
Maintenance & Repair	\$	500.00
Media Contractor	\$	25,000.00
Office Supplies	\$	3,000.00
Payroll Fees	\$	3,900.00
Phone	\$	2,200.00
Printing and Reproduction	\$	1,500.00
Professional Fees	\$	7,500.00
Reimbursable Expenses	\$	4,000.00
Rent	\$	36,500.00
Utilities	\$	3,600.00
Subtotal Expense	\$	516,465.00
Special Project Expenses		
Special Projects	\$	246,000.00
Total Special Project Expenses	\$	246,000.00
7.415	Records of the second se	762 465 00

Total Expense

762,465.00

CITY OF MARLBOROUGH **BUDGET TRANSFERS --**DEPT: Mayor FISCAL YEAR: 2024 FROM ACCOUNT: TO ACCOUNT: Available Available Org Code Object Account Description: Org Code Object Account Description: Balance Balance Amount Amount \$762,465.00 11740006 53950 \$0.00 \$1,923,893.90 \$762,465.00 27000099 42440 **Economic Development** MEDC Funding To allow the MEDC to continue it's work in promoting the economic development of the City for FY25 Reason: Reason: Reason: Reason: Reason: \$762,465.00 Total \$762,465.00 Total Department Head signature: Auditor signature: Comptroller signature:

**CITY OF MARLBOROUGH BUDGET TRANSFERS --**DEPT: Mayor FISCAL YEAR: 2024 FROM ACCOUNT: TO ACCOUNT: Available Available Org Code Object Org Code Object Account Description: Account Description: Balance Amount Balance Amount \$150,000.00 \$150,000.00 27000099 42440 Economic Development 11740006 53950 \$1,923,893.90 MEDC Funding \$0.00 To replenish the Economic Development Toolbox for FY25 Reason: Reason: Reason: Reason: Reason: \$150,000.00 Total \$150,000.00 Total Department Head signature: me Auditor signature: Comptroller signature:

#### ECONOMIC DEVELOPMENT FUNDING

4. S

FY2012	State Aid	\$634,334.05
FY2013	State Aid	\$644,404.83
FY2014	State Aid	\$699,949.65
FY2015	State Aid	
		\$762,971.99
FY2016	State Aid	\$825,438.29
FY2017	State Aid	\$855,807.62
9/30/201	17 State Aid	\$260,640.83
12/31/201	7 State Aid	\$280,754.79
3/31/201	8 State Aid	\$158,551.10
	8 State Aid	\$213,203.36
	.8 State Aid	\$263,084.77
	.8 State Aid	
		\$290,454.60
	9 State Ald	\$205,890.60
	9 State Aid	\$186,235.82
9/30/201	9 State Aid	\$279,841.59
12/31/201	9 State Aid	\$276,743.06
3/31/202	0 State Aid	\$176,712.01
6/30/202	0 State Aid	\$67,841.55
	0 State Aid	\$90,942.83
	0 State Aid	\$44,716.83
	1 State Aid	\$70,231.92
	1 State Aid	\$98,171.48
	1 State Aid	\$175,161.58
12/31/202	1 State Aid	\$228,184.86
3/31/202	2 State Aid	\$174,026.27
6/30/202	2 State Aid	\$188,679.89
9/30/202	2 State Aid	\$300,600.23
12/31/202		\$308,263.19
	B State Aid	\$181,237.99
station and states		
	3 State Aid	\$257,366.22
	3 State Aid	\$349,941.99
12/31/2023	3 State Aid	\$346,709.46
3/31/2024	4 State Aid	\$245,115.64
Total Fund	ing	\$10,142,220.90
12/5/2011	L CO# 11-1003048	-\$146,837.00
	CO# 11-1004004	-\$3,163.00
	2 CO# 12-1005008	-\$200,000.00
	2 CO# 12-1005205	-\$277,099.00
	3 CO# 13-1005418A	-\$499,000.00
	CO# 14-1005840	-\$513,915.00
6/1/2015	5 CO# 15-1006198A	-\$731,875.00
6/20/2016	CO# 16-1006569A	-\$647,580.00
6/20/2016	CO# 16-1006569B	-\$75,000.00
	CO# 17-1006923A	-\$660,077.00
	CO# 18-1007280A	-\$679,841.00
	CO# 19-1007624A	-\$699,088.00
and the restore southerness.		
	CO# 19-1007732A	-\$200,000.00
	CO# 20-1008019	-\$485,133.00
	CO# 20-1008091A	-\$440,000.00
6/21/2021	CO# 21-1008313A	-\$546,738.00
4/25/2022	CO# 22-1008581	-\$75,000.00
5/9/2022	CO# 22-1008567A	+\$589,691.00
	CO# 23-1008850A	-\$748,290.00
-, -,		
Total Trans	fors	_\$ <u>\$ 718 277 ññ</u>
Total Trans	fers	-\$8,218,327.00
Total Trans	fers	-\$8,218,327.00
	fers or future transfers	-\$8,218,327.00 \$1,923,893.90