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STAFF REPORT

Date: June 21, 2023
To: TRPA Governing Board
From: TRPA Staff
Subject: May Financial Statements, Fiscal Year 2023

Summary and Staff Recommendation:

We are eleven months, or 92% of the way into the 2023 fiscal year. All expenditures are within budget and revenues are at or exceeding projections.

Staff recommends acceptance of the May Financial Statements for Fiscal Year 2023.

Required Motion:

In order to accept the Financial Statements, the Governing Board must make the following motion based on the staff report:

- 1) A motion to accept the May 2023 Financial Statements

In order for the motion to pass, an affirmative vote of any eight Board members is required.

Background:

The first eleven months (92%) of the fiscal year are now complete. Revenues are 81% of the annual budget, and expenditures at 70% of the budget. Revenues are a little behind due to grants (billed in arrears) and Planning Fees, while they remain high, have dropped in the last five months.

We have added a draft dashboard as the first page of the attachment.

YTD Revenues and Expenses

Revenues are 81% of the budget. We recognize revenue when billed, so the states' contributions are shown in their entirety. TRPA will spend down the balance over the rest of the fiscal year. The remaining unbilled State funding is for the Tahoe Science Advisory Commission (TSAC). That is billed as spent, like a grant. Fees for services are strong, matching prior years. This includes Current Planning fees, AIS fees, and Shoreline fees. Current Planning Fees are 95% of the average for the prior 3 years and are 86% of the budget. Project applications have been down over the last five months, but we are seeing an uptick in pre-application filings. AIS fees are at

101% of the budget. Inspection stations are fully operational. Shoreline fees are at 63% of budget, most of the buoy fees are due in June of 2023.

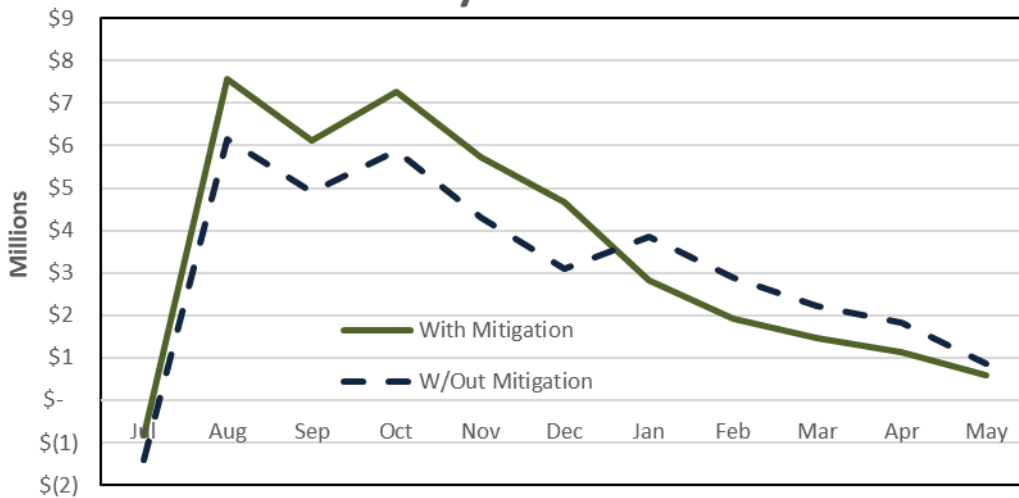
Expenditures are 70% of the budget. Compensation expenses are at 85% of the annual budget, with three payrolls (11%) remaining. Contract expenses are running behind at 56% due to normal lags in payment cycles.

Revenue	State & Local	Fees	Grants	Total
Fees for Service	27,826	3,713,730		3,741,555
Grants	5,250	6,315	5,770,160	5,781,725
State Revenue	7,240,763		476	7,241,239
Local Revenue	150,000			150,000
Rent Revenue		301,771		301,771
Other Revenue	347,395	12,479		359,874
TRPA Rent Revenue		631,565		631,565
Revenue Total	7,771,234	4,665,860	5,770,636	18,207,729
Expenses				
Compensation	4,228,569	1,793,741	957,235	6,979,545
Contracts	1,358,544	1,290,963	4,549,635	7,199,141
Financing	(140)	446,503		446,363
Other	668,967	267,553	8,998	945,518
Rent	652,322	19,830		672,153
A&O/Transfers	(1,441,434)	967,945	459,107	(14,381)
Expenses Total	5,466,829	4,786,536	5,974,975	16,228,339
Net	2,304,405	(120,676)	(204,339)	1,979,390

Cash Flow

Cash flow was a negative \$0.6M for the month. Cash receipts were \$1.4 M, \$0.3 M from Grants, \$0.1M from boat inspection fees and the balance from planning fees including mitigation. Disbursements were \$1.9M, well above the five-year average for May. Year to date disbursements are 51% above the five-year average due to the LTRA funding.

Monthly Cum Cash Flow



TRPA Balance Sheet

TRPA's Balance Sheet remains strong due to billing and receiving both State's contributions. We spend down those funds over the course of the fiscal year. Total assets decreased by \$0.5M due to operational expenditures over revenue. Liabilities increased by \$0.3M mostly due to a \$0.4M increase in mitigation funds. Securities increased by \$0.1M, prepaid Benefits declined \$0.1M, and Deferred Revenue dropped by \$0.2M. Net assets decreased by \$0.8 M.

	TRPA	Grants	Trust	Total
Cash & Invest	7,981,918	2,211,783	22,594,852	32,788,553
A/R	226,382	321,832		548,214
Current Assets	194,449			194,449
LT Assets	8,260,523			8,260,523
Total Assets	16,663,272	2,533,615	22,594,852	41,791,739
A/P	(34,224)			(34,224)
Benefits	880,741			880,741
Deferred Rev	84,900	78,006		162,906
Deposits	150,370	2,845		153,215
LT Debt	8,198,000			8,198,000
Mitigation			906,632	906,632
Securities			6,555,182	6,555,182
Total Liabilities	9,279,788	80,851	7,461,814	16,822,452
Net Position	7,383,484	2,452,764	15,133,038	24,969,286

When reading the detailed reports (attached), be aware that fund balances may not be intuitive. Negative balances mean revenues exceeded expenses. Positive fund balance occurs when expenses exceed revenue. This reflects the formatting in our accounting system.

Contact Information:

For questions regarding this agenda item, please contact Chris Keillor, Finance Director at (775) 589-5222 or ckeillor@trpa.gov.

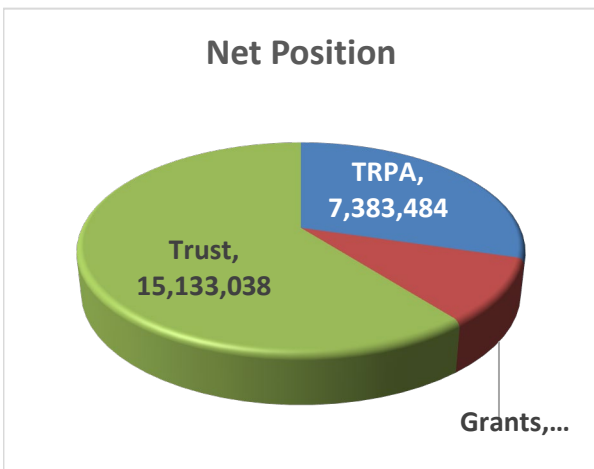
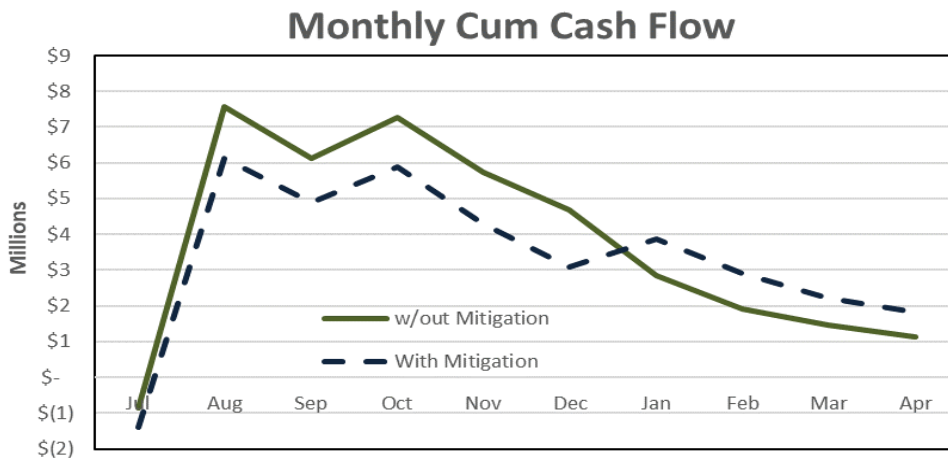
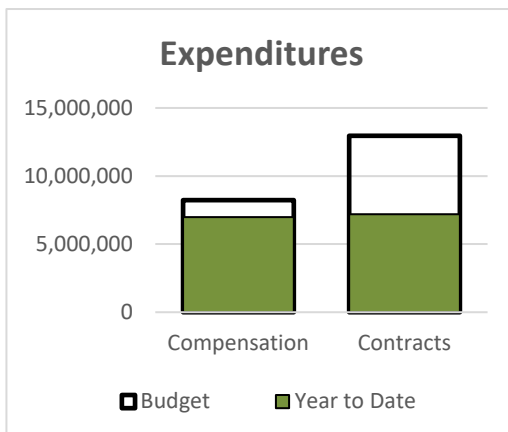
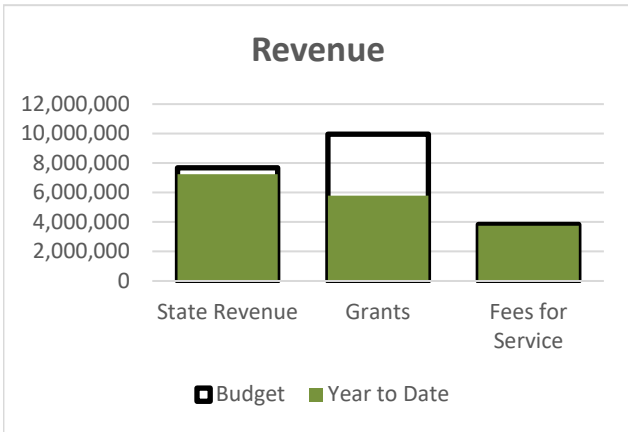
Attachment:

A. May Financial Statements

Attachment A

May Financial Statements

Tahoe Regional Planning Agency
Fiscal YTD May 2023



TRPA Selected Current Planning Fees

Fiscal Year-to-Date May 2023

Fee Type	2020	2021	2022	2023	This year vs. Last 3 Years
RESIDENTIAL	342,669	573,599	638,273	552,645	34,464
OTHER_REV	92,754	284,880	337,710	279,343	40,895
COMMERCL_TA	103,123	83,222	145,806	140,441	29,723
REVISIONS	49,204	75,508	100,337	103,593	28,576
GENERAL	175,657	123,018	119,487	97,371	(42,016)
ALLOCATION	70,323	98,143	93,225	85,348	(1,882)
SECURITIES	42,047	47,474	51,786	68,703	21,601
RECR_PUBLIC	57,628	61,944	83,678	67,108	(641)
TREE_RMVL	71,345	95,807	89,630	66,555	(19,039)
FULL_SITE	54,420	78,949	76,979	62,360	(7,756)
MOORING	6,710	21,870	145,999	58,978	
SHOREZONE	187,054	139,776	157,667	44,398	
LAND_CHALL	54,861	98,952	50,389	39,754	(28,313)
SOILS_HYDRO	25,012	22,298	39,463	28,616	(308)
LLADJ_ROW	11,912	17,459	11,368	28,408	14,828
GRADE_EXCEPT	23,730	22,512	29,046	21,896	(3,200)
IPES	682	21,575	14,307	19,286	7,097
LAND_CAP	18,332	19,488	14,057	18,360	1,068
VB_USE	14,124	3,885	5,401	15,079	7,276
PRE-APP	3,020	3,933	6,155	13,623	9,254
GRADING	11,283	12,919	11,860	11,981	(40)
QUAL_EXEMPT	7,843	9,579	7,867	11,455	3,025
ENFORCEMNT	56,151	63,789	65,587	11,273	(50,570)
VB_COVERAGE	12,018	17,442	10,076	9,975	(3,203)
PARTIAL_SITE	6,172	9,584	7,318	7,841	150
TRANS_DEV	7,810	32,559	22,196	6,284	(14,571)
STD	12,751	(567)	13,789	6,142	(2,515)
NOTE_APPEAL	2,749	7,034	5,218	5,558	558
MONITORING	4,919	10,000	(2,500)	5,141	1,001
TEMP_USE	3,776	2,797	4,855	5,005	1,196
CEP				4,995	4,995
QE SHOREZONE	5,376	5,307	6,428	4,512	(1,192)
CONSTR_EXT	1,880	3,138	3,837	3,427	475
SUBDIV_EXIST	3,364	981	6,426	2,285	(1,305)
SIGNS	2,414	3,258	3,714	2,119	(1,010)
UNDRGRD_TANK	4,915	2,047	860	1,360	(1,247)
HISTORIC		1,105	1,198	1,198	430
LMTD_INCENT	1,745	1,461	756	1,144	(177)
RES_DRIVE	1,176	1,656	434	886	(203)
STD2			521	456	282
ENVIRONMENT			8,280		(2,760)
SCENIC_ASSES	400		546		(315)
STD3	4,823				(1,608)
AMEND_PLAN	4,626				(1,542)
AMEND_COMP	2,647				(882)
Totals	1,563,444	2,078,381	2,390,028	1,914,900	(95,718)

95%

TRPA Detailed Financials
Fiscal YTD May 2023

Row Labels	Ann Budget	YTD	Remaining	Percent Spent
Agency Mgmt				
GF Revenue				
Revenue				
Fees for Service	0	(27,826)	27,826	
State Revenue	(6,232,422)	(6,251,081)	18,659	100.3%
Local Revenue	(150,000)	(150,000)	0	100.0%
Other Revenue	0	(344,759)	344,759	
Revenue Total	(6,382,422)	(6,773,665)	391,243	106.1%
GF Revenue Total	(6,382,422)	(6,773,665)	391,243	106.1%
Gov Board				
Expenses				
Contracts	1,000	3,600	(2,600)	360.0%
Other	16,813	19,272	(2,459)	114.6%
Rent	2,249	800	1,449	35.6%
Expenses Total	20,062	23,672	(3,610)	118.0%
Gov Board Total	20,062	23,672	(3,610)	118.0%
Executive				
Expenses				
Compensation	716,698	683,357	33,341	95.3%
Other	4,758	7,809	(3,052)	164.1%
Expenses Total	721,456	691,167	30,289	95.8%
Executive Total	721,456	691,167	30,289	95.8%
Legal				
Expenses				
Compensation	301,309	282,899	18,411	93.9%
Contracts	113,654	58,016	55,638	51.0%
Other	5,732	2,291	3,440	40.0%
Expenses Total	420,695	343,206	77,489	81.6%
Legal Total	420,695	343,206	77,489	81.6%
Communications				
Revenue				
Other Revenue	0	(2,637)	2,637	
Revenue Total	0	(2,637)	2,637	
Expenses				
Compensation	234,160	250,646	(16,486)	107.0%

TRPA Detailed Financials
Fiscal YTD May 2023

Row Labels	Ann Budget	YTD	Remaining	Percent Spent
Contracts	20,000	57,189	(37,189)	285.9%
Other	22,664	33,233	(10,569)	146.6%
Expenses Total	276,824	341,068	(64,244)	123.2%
Communications Total	276,824	338,431	(61,608)	122.3%
Finance				
Revenue				
Financing	0	(140)	140	
Revenue Total	0	(140)	140	
Expenses				
Compensation	429,431	461,859	(32,428)	107.6%
Contracts	52,055	45,363	6,692	87.1%
Other	293	2,248	(1,954)	766.4%
Expenses Total	481,779	509,469	(27,690)	105.7%
Finance Total	481,779	509,329	(27,550)	105.7%
HR				
Expenses				
Compensation	262,672	244,442	18,230	93.1%
Contracts	127,782	96,547	31,235	75.6%
Other	63,205	52,583	10,622	83.2%
Expenses Total	453,659	393,571	60,087	86.8%
HR Total	453,659	393,571	60,087	86.8%
Agency Mgmt Total	(4,007,948)	(4,474,289)	466,341	111.6%
Current Planning				
Current Planning				
Revenue				
Fees for Service	(2,243,563)	(1,923,278)	(320,285)	85.7%
Revenue Total	(2,243,563)	(1,923,278)	(320,285)	85.7%
Expenses				
Compensation	1,262,743	1,250,391	12,352	99.0%
Contracts	430,540	377,451	53,090	87.7%
Financing	49,087	39,785	9,302	81.0%
Other	5,485	140	5,345	2.5%
A&O/Transfers	729,360	696,718	32,642	95.5%
Expenses Total	2,477,214	2,364,483	112,731	95.4%

TRPA Detailed Financials
Fiscal YTD May 2023

Row Labels	Ann Budget	YTD	Remaining	Percent Spent
Current Planning Total	233,652	441,205	(207,554)	188.8%
Current Planning Reimbursed				
Revenue				
Fees for Service	(150,000)	(583,849)	433,849	389.2%
Revenue Total	(150,000)	(583,849)	433,849	389.2%
Expenses				
Contracts	118,000	165,725	(47,725)	140.4%
Expenses Total	118,000	165,725	(47,725)	140.4%
Current Planning Reimbursed Total	(32,000)	(418,124)	386,124	1306.6%
Code Enforcement				
Expenses				
Compensation	389,139	349,675	39,464	89.9%
Other	7,360	3,266	4,094	44.4%
A&O/Transfers	224,767	194,839	29,928	86.7%
Expenses Total	621,266	547,780	73,486	88.2%
Code Enforcement Total	621,266	547,780	73,486	88.2%
Boat Crew				
Revenue				
State Revenue	(124,000)	(124,000)	0	100.0%
Revenue Total	(124,000)	(124,000)	0	100.0%
Expenses				
Compensation	94,977	44,492	50,485	46.8%
Other	40,076	59,276	(19,200)	147.9%
Rent	0	3,600	(3,600)	
Expenses Total	135,053	107,368	27,685	79.5%
Boat Crew Total	11,053	(16,632)	27,685	
Settlements				
Revenue				
Fees for Service	(150,000)	(9,000)	(141,000)	6.0%
Grants	(3,600)	(3,000)	(600)	83.3%
Revenue Total	(153,600)	(12,000)	(141,600)	7.8%
Expenses				
Contracts	138,993	100,500	38,493	72.3%
Other	20,600	0	20,600	0.0%

TRPA Detailed Financials
Fiscal YTD May 2023

Row Labels	Ann Budget	YTD	Remaining	Percent Spent
Expenses Total	159,593	100,500	59,093	63.0%
Settlements Total	5,993	88,500	(82,508)	1476.8%
Legal - Direct or Disallowed				
Revenue				
Fees for Service	0	(167,442)	167,442	
Revenue Total	0	(167,442)	167,442	
Expenses				
Contracts	32,000	20,031	11,969	62.6%
Fees for Service	0	96,666	(96,666)	
Expenses Total	32,000	116,697	(84,697)	364.7%
Legal - Direct or Disallowed Total	32,000	(50,745)	82,745	-158.6%
Shorezone				
Revenue				
Fees for Service	(440,000)	(278,333)	(161,667)	63.3%
Other Revenue	0	(12,192)	12,192	
Revenue Total	(440,000)	(290,525)	(149,475)	66.0%
Expenses				
Compensation	266,037	67,079	198,958	25.2%
Contracts	71,218	39,558	31,660	55.5%
Financing	6,201	7,015	(814)	113.1%
Other	5,064	9,365	(4,301)	184.9%
Rent	0	4,086	(4,086)	
A&O/Transfers	153,663	37,376	116,286	24.3%
Expenses Total	502,183	164,479	337,704	32.8%
Shorezone Total	62,183	(126,046)	188,229	-202.7%
Current Planning Total	934,146	465,939	468,206	49.9%
Envir. Imp.				
Env. Improv.				
Expenses				
Compensation	537,118	537,784	(667)	100.1%
Contracts	21,218	1,008	20,211	4.7%
Other	5,829	8,914	(3,085)	152.9%
Expenses Total	564,165	547,706	16,459	97.1%
Env. Improv. Total	564,165	547,706	16,459	97.1%

TRPA Detailed Financials
Fiscal YTD May 2023

Row Labels	Ann Budget	YTD	Remaining	Percent Spent
CA Gen Fund AIS Prevention				
Revenue				
State Revenue	(375,000)	(375,000)	0	100.0%
Revenue Total	(375,000)	(375,000)	0	100.0%
Expenses				
Contracts	375,000	379,777	(4,777)	101.3%
Expenses Total	375,000	379,777	(4,777)	101.3%
CA Gen Fund AIS Prevention Total	0	4,777	(4,777)	
NV Gen Fund AIS Prevention & Control				
Revenue				
State Revenue	(375,000)	(375,000)	0	100.0%
Revenue Total	(375,000)	(375,000)	0	100.0%
Expenses				
Compensation	68,586	80,757	(12,171)	117.7%
Expenses Total	68,586	80,757	(12,171)	117.7%
NV Gen Fund AIS Prevention & Control Tot	(306,414)	(294,243)	(12,171)	
USFS LTRA Ski Run Marina				
Revenue				
Grants	(187,875)	(4,514)	(183,361)	2.4%
Revenue Total	(187,875)	(4,514)	(183,361)	2.4%
Expenses				
Compensation	58,872	5,416	53,455	9.2%
Contracts	95,000	0	95,000	0.0%
A&O/Transfers	34,004	3,018	30,986	8.9%
Expenses Total	187,876	8,434	179,442	4.5%
USFS LTRA Ski Run Marina Total	1	3,920	(3,919)	
USFS Lake Tahoe West - P3				
Revenue				
Grants	(35,850)	0	(35,850)	0.0%
Revenue Total	(35,850)	0	(35,850)	0.0%
Expenses				
Compensation	22,724	0	22,724	0.0%
A&O/Transfers	13,126	0	13,126	0.0%

TRPA Detailed Financials
Fiscal YTD May 2023

Row Labels	Ann Budget	YTD	Remaining	Percent Spent
Expenses Total	35,850	0	35,850	0.0%
USFS Lake Tahoe West - P3 Total	(0)	0	(0)	0.0%
BMP Enforcement in NV (NV 319)				
Revenue				
Grants	(136,228)	(6,100)	(130,128)	4.5%
Revenue Total	(136,228)	(6,100)	(130,128)	4.5%
Expenses				
Compensation	56,465	11,527	44,938	20.4%
Contracts	60,000	0	60,000	0.0%
A&O/Transfers	19,763	4,035	15,728	20.4%
Expenses Total	136,228	15,562	120,666	11.4%
BMP Enforcement in NV (NV 319) Total	(1)	9,462	(9,463)	
Stormwater Planning Support				
Revenue				
Fees for Service	(70,079)	(58,895)	(11,184)	84.0%
Revenue Total	(70,079)	(58,895)	(11,184)	84.0%
Expenses				
Compensation	0	70,015	(70,015)	
Other	691	701	(10)	101.4%
A&O/Transfers	0	39,012	(39,012)	
Expenses Total	691	109,728	(109,037)	
Stormwater Planning Support Total	(69,388)	50,833	(120,221)	-73.3%
Lahontan Caldor Fire Monitoring				
Revenue				
Grants	(118,380)	(1,843)	(116,537)	1.6%
Revenue Total	(118,380)	(1,843)	(116,537)	1.6%
Expenses				
Compensation	2,380	1,954	426	82.1%
Contracts	116,000	122,167	(6,167)	105.3%
A&O/Transfers	0	0	0	
Expenses Total	118,380	124,121	(5,741)	104.8%
Lahontan Caldor Fire Monitoring Total	0	122,278	(122,277)	
NDF Healthy Forest/Lake				

TRPA Detailed Financials
Fiscal YTD May 2023

Row Labels	Ann Budget	YTD	Remaining	Percent Spent
Revenue				
Grants	(88,300)	0	(88,300)	0.0%
Revenue Total	(88,300)	0	(88,300)	0.0%
Expenses				
Compensation	55,874	13,434	42,440	24.0%
A&O/Transfers	32,426	7,486	24,940	23.1%
Expenses Total	88,300	20,920	67,380	23.7%
NDF Healthy Forest/Lake Total	(0)	20,920	(20,920)	
(CLOSED) 208 Plan - NDEP				
Expenses				
Compensation	0	6,234	(6,234)	
A&O/Transfers	0	3,474	(3,474)	
Expenses Total	0	9,708	(9,708)	
(CLOSED) 208 Plan - NDEP Total	0	9,708	(9,708)	
BMP Enforcement in CA (CA 319)				
Revenue				
Grants	0	(185)	185	
Revenue Total	0	(185)	185	
Expenses				
Compensation	0	413	(413)	
A&O/Transfers	0	48	(48)	
Expenses Total	0	461	(461)	
BMP Enforcement in CA (CA 319) Total	0	276	(276)	
League to Save Lake Tahoe Rev				
Revenue				
Grants	0	(49,451)	49,451	#DIV/0!
Revenue Total	0	(49,451)	49,451	#DIV/0!
League to Save Lake Tahoe Rev Total	0	(49,451)	49,451	#DIV/0!
Envir. Imp. Total	188,363	426,186	(237,823)	226.3%
L RTP				
Long Range & Transp. Planning				
Revenue				
Grants	0	(5,250)	5,250	

TRPA Detailed Financials
Fiscal YTD May 2023

Row Labels	Ann Budget	YTD	Remaining	Percent Spent
Revenue Total	0	(5,250)	5,250	
Expenses				
Compensation	610,187	546,228	63,958	89.5%
Contracts	161,000	26,258	134,742	16.3%
Other	2,249	5,946	(3,697)	264.4%
Rent	0	1,895	(1,895)	
Expenses Total	773,435	580,327	193,108	75.0%
Long Range & Transp. Planning Total	773,435	575,077	198,358	74.4%
TMPO				
Expenses				
Contracts	93,649	30,534	63,115	32.6%
Other	23,996	19,394	4,602	80.8%
Rent	325	0	325	0.0%
Expenses Total	117,969	49,928	68,041	42.3%
TMPO Total	117,969	49,928	68,041	42.3%
L RTP Total	891,405	625,005	266,400	70.1%
R & A				
Research & Analysis				
Expenses				
Compensation	1,115,787	990,911	124,876	88.8%
Contracts	1,269,140	294,585	974,555	23.2%
Other	4,541	9,037	(4,496)	199.0%
Expenses Total	2,389,468	1,294,532	1,094,935	54.2%
Research & Analysis Total	2,389,468	1,294,532	1,094,935	54.2%
Nearshore Trib Monitoring (Lahontan)				
Revenue				
Grants	(214,001)	(155,698)	(58,303)	72.8%
Revenue Total	(214,001)	(155,698)	(58,303)	72.8%
Expenses				
Compensation	4,749	2,619	2,130	55.1%
Contracts	209,252	268,036	(58,784)	128.1%
A&O/Transfers	0	0	0	
Expenses Total	214,001	270,655	(56,654)	126.5%
Nearshore Trib Monitoring (Lahontan) Total	(0)	114,957	(114,957)	

TRPA Detailed Financials
Fiscal YTD May 2023

Row Labels	Ann Budget	YTD	Remaining	Percent Spent
Lake Tahoe West GIS Support				
Revenue				
State Revenue	(250,000)	(476)	(249,524)	0.2%
Revenue Total	(250,000)	(476)	(249,524)	0.2%
Expenses				
Contracts	250,000	0	250,000	0.0%
Other	0	751	(751)	
Expenses Total	250,000	751	249,249	0.3%
Lake Tahoe West GIS Support Total	0	275	(275)	
Lahontan Lakewide Survey				
Revenue				
Grants	0	(257)	257	
Revenue Total	0	(257)	257	
Expenses				
Compensation	0	810	(810)	
Expenses Total	0	810	(810)	
Lahontan Lakewide Survey Total	0	552	(552)	
R & A Total	2,389,467	1,410,316	979,151	59.0%
Infrastructure				
General Services				
Expenses				
Compensation	96,148	92,009	4,139	95.7%
Contracts	26,723	822	25,902	3.1%
Other	103,722	88,826	14,896	85.6%
Rent	688,980	631,565	57,415	91.7%
Expenses Total	915,574	813,222	102,352	88.8%
General Services Total	915,574	813,222	102,352	88.8%
IT				
Expenses				
Contracts	256,925	220,631	36,294	85.9%
Other	209,305	342,158	(132,853)	163.5%
Expenses Total	466,230	562,790	(96,559)	120.7%
IT Total	466,230	562,790	(96,559)	120.7%

TRPA Detailed Financials
Fiscal YTD May 2023

Row Labels	Ann Budget	YTD	Remaining	Percent Spent
Building				
Revenue				
Other Revenue	0	(287)	287	
Rent Revenue	(249,348)	(299,011)	49,663	119.9%
TRPA Rent Revenue	(688,980)	(631,565)	(57,415)	91.7%
Revenue Total	(938,328)	(930,863)	(7,465)	99.2%
Expenses				
Contracts	473,280	322,495	150,785	68.1%
Financing	546,989	388,557	158,432	71.0%
Other	29,413	100,129	(70,715)	340.4%
Expenses Total	1,049,682	811,181	238,501	77.3%
Building Total	111,353	(119,683)	231,036	-107.5%
CAM				
Revenue				
Rent Revenue	0	(2,760)	2,760	
Revenue Total	0	(2,760)	2,760	
Expenses				
Other	66,894	55,365	11,529	82.8%
Expenses Total	66,894	55,365	11,529	82.8%
CAM Total	66,894	52,605	14,289	78.6%
Infrastructure Total	1,560,051	1,308,934	251,118	83.9%
Other				
Other				
Expenses				
Compensation	328,469	0	328,469	0.0%
Other	2,173	0	2,173	0.0%
A&O/Transfers	(1,885,378)	(1,441,434)	(443,945)	76.5%
Expenses Total	(1,554,737)	(1,441,434)	(113,303)	92.7%
Other Total	(1,554,737)	(1,441,434)	(113,303)	92.7%
Other Total	(1,554,737)	(1,441,434)	(113,303)	92.7%