

AGENDA

Potter Park Zoo Advisory Board
1301 S. Pennsylvania Avenue ~ Lansing, MI 48912
Telephone: 517.342.2776; Fax: 517.316.3894

The Board information packet is available on-line by going to www.potterparkzoo.org, selecting "About," clicking on "Zoo Board Meetings" and clicking "July 8, 2020".

POTTER PARK ZOO ADVISORY BOARD MEETING

Wednesday, July 8, 2020

6:00 PM

Via Zoom

<https://us02web.zoom.us/j/82891101807?pwd=VVBhM3RPcitROTNBZjZKY0E4U1FJZz09>

Meeting ID: 828 9110 1807

Password: 5zjKr0

- 1. Call to Order**
- 2. Approval of June 10, 2020 Meeting Minutes.**
- 3. Limited Public Comment** – *Limited to 3 minutes with no discussion*
- 4. Late Items/Deletions/Consent Items**
- 5. Director's Report**
 - a. June 2020 Finance Report – Delphine Breeze
 - b. Director's Report – Cynthia Wagner/Amy Morris
- 6. New Business**
- 7. Old Business**
 - a. Zoo Reopening Update
 - b. 2021 Budget
 - c. Strategy Subcommittee – Mary Leys
 - d. External Relations Subcommittee – Cheryl Bergman
 - e. Financial Sustainability Subcommittee – Kyle Binkley
- 8. Board Comments**
- 9. Limited Public Comment** - *Limited to 3 minutes with no discussion*
- 10. Upcoming Meeting**
 - a. Zoo Advisory Board Meeting **August 12, 2020 at 6:00 PM**
- 11. Adjournment**

Official minutes are stored and available for inspection at the address noted at the top of this agenda. Potter Park Zoo will provide necessary reasonable auxiliary aids and services, such as interpreters for the hearing impaired and audio tapes of printed materials being considered at the meeting for the visually impaired, for individuals with disabilities at the meeting upon five (5) working days' notice to the Zoo. Individuals with disabilities requiring auxiliary aids or services should contact the Zoo by writing to: Zoo Director, 1301 S. Pennsylvania Ave., Lansing, MI 48912, or by calling 517.342.2776.

**MINUTES – INGHAM COUNTY
POTTER PARK ZOO ADVISORY BOARD**

**1301 S. Pennsylvania Avenue,
Lansing, MI, June 10, 2020**

The Ingham County Potter Park Zoo Advisory Board held a regularly scheduled meeting via Zoom due to the health emergency which was permitted per Executive Order #2020-129.

BOARD MEMBERS

PRESENT: Commissioner Trubac, Chair John Groen, Julie Pingston, Molly Korn, Cheryl Bergman
Cindy Kangas, and Mary Leys

ALSO PRESENT: Cynthia Wagner, Zoo Director; Amy L. Morris-Hall, Zoological Society Executive
Director, and Delphine Brezee

ABSENT: Commissioner Tennis, Vice Chair Kyle Binkley, Dr. Richard Snider, Mary Hauser, and
Yanice Jackson Long

CALL TO ORDER: Chair John Groen called the regular meeting of the Ingham County Zoo
Advisory Board to order at 6:01 p.m.

MINUTES: Moved by Julie Pingston and supported by Cindy Kangas to approve the minutes of the
March 11, 2020 meeting as written, **Yes-7; No-0; MOTION CARRIED.**

LIMITED PUBLIC COMMENT

None

LATE ITEMS/DELETIONS/CONSENT ITEMS

The new business Parks/Zoo Rules Resolution changed to discussion item.

FINANCIAL REPORTS

Zoo Financial Report

Delphine Brezee reported the balance sheet ending May 31, 2020 shows the fund balance with \$686,775 which is a decrease of \$416,229 YTD. Chair Groen asked what the projected revenue loss is for the year. Ms. Brezee said the zoo has most of the tax money, so it is dependent on when the other revenue streams resume. Director Wagner stated she is moving forward with the assumption that there will not be revenue in June. She also stated concessions revenue will be light for quite a while after opening, ponies will not be opening this year, and admissions and parking revenue is projected to be 50 percent of 2019.

Chair Groen asked if we should expect layoffs. Director Wagner stated she did not foresee that layoffs will be needed, but that they should know more at the end of June after having been open for two weeks.

ATTENDANCE REPORT

Director Wagner stated she included the admissions report to show the loss in admissions compared to 2019.

ZOO DIRECTOR REPORT

Directors Wagner and Morris then reviewed major elements of their report:

- The reopening plan has been approved by the necessary people and the zoo is moving forward with implementing. The major component that needs to be in place prior to announcing an opening date is timed ticketing. Directional signage, barricades, and other facility changes are in progress. Hiring enough seasonal staff to open has been challenging. Grounds volunteers started back this week and are helping prepare the grounds for guests by weeding, raking, mulching and planting. It has made a tremendous difference in just a few days. The social media announcement, press release, and website content are almost finished and will be ready when we announce. We will be admitting members only for the first three days and then opening to everyone with the same hours and admission rates.
- We are using the language masks are required and communicating that they do not have to be worn if farther than six feet apart while outside. Long term, the camel ride and wings of wonder areas will be mask required areas when they open.
- The graphics are designed and pictures are included in the report. The zoo is also using the Ingham County Health Department graphics at the entrance.
- Society staff have one more week before they are laid off and will be at the zoo the first week helping wherever needed. They have also been helping with grounds work.
- The layoffs will likely be until Sept. 1, 2020, but this is dependent on education programming and events resuming.
- Zoo Days will not take place this year due to the inability to social distance during that event.
- Cheryl Bergman asked if any of the Centennial events will be taking place. Director Wagner stated there will not be any scheduled talks or events, however the historical walking tour signs are up.
- The elk are doing well and both females had their calves. We will do a naming contest once the zoo is open again.
- The animals have noticed the volunteers in the zoo this week and keepers are monitoring their behavior as they adjust to having guests in the zoo again.
- Keepers are working to introduce Miles to Nkeke and the otter pups so they can be on exhibit together.
- The ponies have been moved into the farmyard so guests can still see them even though the pony path is closed.
- We are prepping to spend significant time answering social media questions after we announce the reopening.

NEW BUSINESS

Ingham County Parks and Zoo Rules and Regulations - Discussion

Director Wagner stated the Ingham County Park and Zoo Rules and Regulations must be posted for the public so it is only being discussed at this meeting. There will be a vote on the Resolution in the future. Chair Groen stated

that he did not want zoo personnel issuing tickets and Director Wagner stated staff would not be issuing tickets. Director Wagner stated they are doing the rules with the Ingham County Parks to maintain consistency with the rules and regulations.

2021 Requested Budget

Director Wagner shared that overall the budget remains similar to 2020, but that most revenue streams other than taxes were lowered. Ms. Wagner felt the projected revenue numbers were conservative and that the only expense line items raised were ones that needed to be raised to equal what was spent in 2019 such as animal feed and utilities.

Chair Groen stated it was difficult to follow the budget document and would like to see the 2021 budget in a different format. Mary Leys agreed a different format would be helpful. Director Wagner stated she would put together an Excel spreadsheet.

Zoo Reopening Plan

Chair Groen asked if there were any questions about the reopening plan from the previous discussion, no questions.

OLD BUSINESS

Strategy Subcommittee

No report

External Relations Subcommittee

No report

Financial Sustainability Subcommittee

No report

BOARD COMMENTS

Julie Pingston stated she is part of the state work group for tourism and attractions and could share some of the recommendations for masks and general reopening guidelines if that would be helpful.

Chair Groen stated this is not an easy situation and that he appreciates Director Wagner's and Ms. Morris-Hall's leadership.

Commissioner Trubac thanked Director Wagner for doing what was needed to make this work and for her leadership during this time.

LIMITED PUBLIC COMMENT

None

ADJOURNMENT

Being no further business, the meeting was adjourned at 6:58PM

POTTER PARK ZOO
BALANCE SHEET - PRELIMINARY
June 30, 2020

ASSETS

CASH	\$ 1,842,716
DEPOSITORY CASH	37,044
IMPREST CASH	8,000
TAXES REC - CURRENT LEVY	255,961
TAXES REC - DELINQUENT	32,465
ESTIMATED UNCOLLECTIBLE DELINQUENT TAXES	(15,359)
EFT TAX RECEIVABLE	-
PROPERTY TAX RECEIVABLE	-
INTEREST RECEIVABLE	5,158
DUE FROM STATE	-
INVENTORY	57,580
PREPAID EXPENSES	-

TOTAL ASSETS	<u><u>\$ 2,223,565</u></u>
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LIABILITIES

VOUCHERS PAYABLE	
DUE TO ZOOLOGICAL SOCIETY	2,636
TAX LEVY LIABILITY	22,000
SALES TAX PAYABLE	2
ACCRUED PAYROLL	-
ACCOUNTS PAYABLE	-
DEFERRED REVENUE - PROPERTY TAXES	1,537,090
DEFERRED REVENUE - DELINQUENT TAXES	7,663

TOTAL LIABILITIES	<u>1,569,391</u>
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FUND BALANCE

UNSPENDABLE	57,580
UNRESTRICTED FUND BALANCE	<u>596,594</u>
	654,174

TOTAL LIABILITIES AND FUND BALANCE	<u><u>\$ 2,223,565</u></u>
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POTTER PARK ZOO
YEAR TO DATE BUDGET/ACTUAL REPORT - PRELIMINARY
FOR 6 MONTHS ENDED JUNE 30, 2020

	2020 BUDGET	JUNE 2020 YTD ACTUAL	BUDGET REMAINING	% OF BUDGET	JUNE 2019 YTD ACTUAL
REVENUES					
PROPERTY TAX	\$ 3,134,484	\$ 3,074,179	\$ 60,305	98.08%	\$ 2,967,379
UNALLOCATED PORTION OF TAXES (6 MONTHS)		\$ (1,537,090)			\$ (1,483,690)
ADMISSIONS	\$ 610,000	\$ 24,644	\$ 585,356	4.04%	\$ 292,436
CONCESSIONS, GIFT SHOP, VENDING	\$ 500,500	\$ 14,568	\$ 485,932	2.91%	\$ 284,413
PARKING FEES	\$ 190,000	\$ 5,820	\$ 184,180	3.06%	\$ 86,425
INTERACTIVE SITES	\$ 64,455	\$ -	\$ 64,455	0.00%	\$ 64,406
INTEREST INCOME	\$ 28,000	\$ 16,275	\$ 11,725	58.13%	\$ 26,738
OTHER REVENUES	\$ 133,265	\$ 53,930	\$ 79,335	40.47%	\$ 91,384
TOTAL REVENUES	\$ 4,660,704	\$ 1,652,326	\$ 3,008,378	35.45%	\$ 2,329,491
EXPENDITURES					
PERSONNEL SERVICES					
Salaries & Wages - Full Time	\$ 1,563,127	\$ 767,357	\$ 795,770	49.09%	\$ 640,156
Salaries & Wages - Seasonal	\$ 453,284	\$ 147,816	\$ 305,468	32.61%	\$ 245,563
Benefits	\$ 1,003,708	\$ 434,886	\$ 568,822	43.33%	\$ 351,732
Total Personnel Services	\$ 3,020,119	\$ 1,350,059	\$ 1,670,060	44.70%	\$ 1,237,451
CONTROLLABLE EXPENDITURES					
Supplies	\$ 330,000	\$ 96,345	\$ 233,655	29.20%	\$ 162,623
Animal Care	\$ 278,000	\$ 128,665	\$ 149,335	46.28%	\$ 134,492
Purchased Services	\$ 384,078	\$ 237,738	\$ 146,340	61.90%	\$ 179,001
Utilities - Telephone	\$ 24,125	\$ 6,280	\$ 17,845	26.03%	\$ 10,912
Rentals & Leases	\$ 2,000	\$ -	\$ 2,000	0.00%	\$ 746
Other Expenses	\$ 118,600	\$ 53,598	\$ 65,002	45.19%	\$ 47,003
Total Controllable Expenditures	\$ 1,136,803	\$ 522,626	\$ 614,177	45.97%	\$ 534,777
NON-CONTROLLABLE EXPENDITURES					
Utilities	\$ 210,000	\$ 101,522	\$ 108,478	48.34%	\$ 108,848
Insurance	\$ 80,000	\$ 60,448	\$ 19,552	75.56%	\$ 57,023
IT Support Expense	\$ 79,928	\$ 38,579	\$ 41,349	48.27%	\$ 49,223
Other Expenses	\$ 401	\$ 213	\$ 188	53.12%	\$ 182
Total Non-Controllable Expenditures	\$ 370,329	\$ 200,762	\$ 169,567	54.21%	\$ 215,276
CAPITAL OUTLAY					
Capital Improvements	\$ -	\$ 27,709	\$ (27,709)		\$ -
TOTAL EXPENDITURES	\$ 4,527,251	\$ 2,101,156	\$ 2,426,095	46.41%	\$ 1,987,504
TOTAL CHANGE IN FUND BALANCE	\$ 133,453	\$ (448,830)			\$ 341,987
FUND BALANCE AS OF 1/1/20					
NON-SPENDABLE		\$ 148,457			
UNRESTRICTED		\$ 954,547			
		<u>\$ 1,103,004</u>			
FUND BALANCE AS OF 6/30/20		\$ 654,174			
FUND BALANCE AS OF 6/30/20					
UNSPENDABLE		\$ 57,580			
UNRESTRICTED		\$ 596,594			
		<u>\$ 654,174</u>			

POTTER PARK ZOO
MONTHLY ATTENDANCE REPORT
FOR MONTH AND YTD ENDING June 30, 2020

ADMISSION TYPE	CURRENT MONTH			YEAR-TO-DATE		
	2019 COUNT	2020 COUNT	BETTER (WORSE) THAN PY	2019 COUNT	2020 COUNT	BETTER (WORSE) THAN PY
GENERAL						
CHILDREN	3,736	2,201	(1,535)	9,607	2,201	(7,406)
CHILDREN - UNDER 3	2,149	981	(1,168)	6,292	1,044	(5,248)
CHILDREN - OFF SEASON	0	0	0	1,675	1,290	(385)
ADULT RESIDENT	3,691	2,371	(1,320)	11,680	2,371	(9,309)
ADULT NON-RESIDENT	3,482	1,817	(1,665)	7,974	1,817	(6,157)
ADULT - OFF SEASON	0	0	0	3,919	3,131	(788)
SENIOR RESIDENT	409	230	(179)	1,116	230	(886)
SENIOR NON-RESIDENT	513	155	(358)	1,376	155	(1,221)
GROUPS	4,435	0	(4,435)	7,430	39	(7,391)
SUBTOTAL	18,415	7,755	10,663	51,069	12,278	(38,791)
MEMBERSHIPS/PROGRAMS						
PPZ MEMBERS	2,702	5,059	2,357	9,517	6,747	(2,770)
EVENTS	6,161	0	(6,161)	9,290	780	(8,510)
RECIPROCAL ZOO MEMBERS	516	0	(516)	3,579	194	(3,385)
RECIPROCAL ZOO MEMBERS (100%)	387	0	(387)	1,176	177	(999)
MONDAY PROGRAM	2,681	484	(2,197)	4,252	659	(3,593)
OTHER (non-paying)	221	141	(97)	2,577	771	(1,806)
SUBTOTAL	12,668	5,684	(7,001)	30,391	9,328	(21,063)
GRAND TOTAL	31,083	13,439	(17,644)	81,460	21,606	(59,854)

Change in Paid Admissions

ADMISSION TYPE	DESCRIPTION
CHILDREN	All Children, any county ages 3-16 (\$4)
CHILDREN - UNDER 3	All Children, any county under age 3 (Free)
CHILDREN - OFF SEASON	All Children, any county ages 3-16 Nov. 1- March 31 (\$2)
ADULT RESIDENT	Adult of Ingham county April 1 - Oct. 31 (\$6)
ADULT NON-RESIDENT	Adult Out of Ingham County April 1 -Oct. 31 (\$11)
ADULT OFF SEASON	All Adults, Any County Nov. 1 - March 31 (\$3)
SENIOR RESIDENT	Discount for Ingham seniors ages 60+ April 1 - Oct. 31 (\$5)
SENIOR NON-RESIDENT	Discount for Out of County seniors ages 60+ April 1- Oct. 31 (\$10)
PPZ MEMBERS	Visitors holding membership at PPZ - one time payment
SPECIAL EVENTS - PPZ	Admission included in event fee
SPECIAL EVENTS - COUNTY	Admission included in event fee
RECIPROCAL ZOO MEMBERS	Reciprocal Zoo memberships (Discount varies)
RECIPROCAL ZOO MEMBERS (100%)	Reciprocal Zoo Members (Free admission)
GROUPS	20 or more guests paying together (\$1 off per person)
MONDAY PROGRAM	Ingham Co. Residents free 9-12 PM on non-holiday Mondays
OTHER (non-paying)	Any Coupon related attendee

POTTER PARK ZOO
MONTHLY PARKING REPORT
FOR MONTH AND YTD ENDING June 30, 2020

ADMISSION TYPE	CURRENT MONTH			YEAR-TO-DATE		
	2019 COUNT	2020 COUNT	BETTER (WORSE) THAN PY	2019 COUNT	2020 COUNT	BETTER (WORSE) THAN PY
ANNUAL RESIDENT PASS	53		(53)	259		(259)
ANNUAL NON-RESIDENT PASS	87		(87)	30		(30)
PPZ MEMBER DELUXE/PREMIUM	455	472	17	1,031	472	(559)
DAILY RESIDENT PARKING	3,527	1,934	(1,593)	8,595	1,934	(6,661)
DAILY NON-RESIDENT PARKING	4,442	1,420	(3,022)	10,862	1,420	(9,442)
EVENTS	1,695		(1,695)	1,870		(1,870)
OTHER (non-paying)	1,913	204	(1,709)	5,933	204	(5,729)
TOTAL	12,172	4,030	(8,142)	28,580	4,030	(24,550)

ADMISSION TYPE	AMOUNT
ANNUAL RESIDENT PASS	\$32.00
ANNUAL NON-RESIDENT PASS	\$42.00
RESIDENT DAILY PASS	\$3.00
NON-RESIDENT DAILY PASS	\$5.00



Director Report July 8, 2020



Potter Park Zoo is the “July Gem of the Month” for the 517 Living Community

Reopening updates:



Lars Brudvig
@lars_brudvig

I finally got to see the baby rhino!!!

Thank you @potterparkzoo for an exceptional social distancing setup. Well done - I felt very safe.



4:32 PM - Jun 16, 2020 - Twitter for Android



Top Fan

Jennifer Keck Gavenda We visited the zoo this morning. I would like to commend the staff on a job well done! The zoo is organized and was not crowded at all. In addition, all visitors were respectful of social distancing and wearing their masks. It was great seeing Jaali, the otters, and all of the other animals! Thank you, Potter Park Zoo!

Like · Reply · Message · 3h



Most Relevant is selected, so some replies may have been filtered out.



chknpeg Went today and it was great. The zoo staff has done a wonderful job making the zoo feel safe while still having a great opportunity to see the animals. Well done Potter Park Zoo crew! ❤️





All Hands on Deck

Society employees and volunteers worked very hard cleaning up zoo grounds. Most of this beautification work was done prior to the zoo reopening. The grounds look great!

We are still working to get the restaurant and gift shop opened at a greater capacity. The Dippin' Dots kiosk has been very successful and the gift shop is starting to bring in revenue also.

The playground is open and shelters are available to rent in keeping with the Ingham County Parks Department.

The point of sale system is being used at admissions, parking, gift shop, and restaurant. We are still working out several details before launching the online portion of the system.

Animal Updates

- Rosebud a new pig has arrived after being quarantined at Binder Park Zoo. We will be introducing her to our pigs.
- Androo the grey kangaroo is going to Cleveland Zoo per SSP recommendation
- The trumpeter hornbills are moving into the old spider monkey exhibit, spider monkeys will be moving to the exhibit that previously housed mandrills. In the future, Ring-tailed lemurs will be brought back to PPZ and the trumpeter hornbills will move back inside.
- The cape porcupines were moved to moats for the summer so they could be visible for our guests.
- Douglas the North American Porcupine will be leaving to breed with a female at a different facility.
- The elk calves are doing well and becoming more visible especially early morning and late afternoon.
- Jaali is a star – he frequently hangs out in the front of the exhibit close to guests and is very visible.
- Maliha, the female red panda, is still being monitored for possible pregnancy.
- The ponies moved to the farmyard so they can be seen by guests as the pony path won't be opening in 2020.

Tidbit Tidbit #25: Elk and the Centennial

The Arrival of Elk



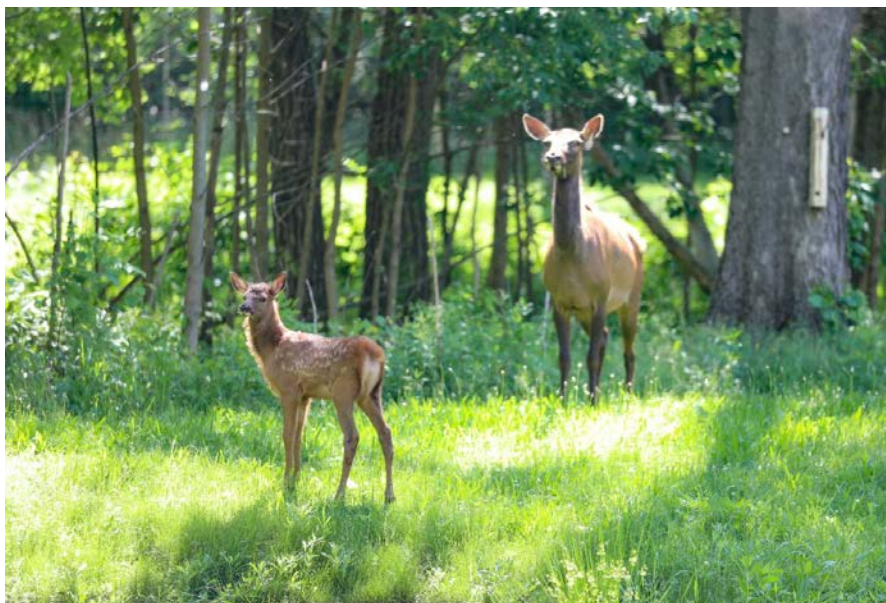
In our Centennial year of 2020, elk have returned to Potter Park Zoo! It's good to have them back. They have been an important species in the zoo's story.

A growing assortment of animals was already on display in Potter Park in 1918 and 1919. Meanwhile, Lansing's Moores Park had its own zoo of sorts by housing elk acquired by the city from former mayor James M. Turner's private collection. Potter Park's evolution to "zoo" status seemed to be connected to the transfer of the elk to Potter Park when Moores Park began to be developed, and to the city's commitment to provide permanent buildings to support the zoo. From this, through the years 1920 was been accepted as the zoo's beginning.

Elk have been at the zoo in every decade since the zoo began, until the 2000s.

The new elk now reside in the old moose exhibit. Note that we plan to have moose in the future but do not know when that will happen. In the meantime we have arranged to have elk until moose are again available. The elk came from the Amber Elk Ranch, a reputable Michigan elk farm, where they will return when moose are once again at the zoo.

Three elk arrived at the zoo in February: male Emmett (born in 2018) and females Belle (born in 2015) and Sage (born in 2016), who were already pregnant. Belle gave birth to female Nina on May 20, and Sage delivered male Mason on June 5. They are starting to venture out into the big yard. Potter Park itself was dedicated on July 4th, 1915, after an agreement was reached between James W. Potter and the City of Lansing on the donation of 58 acres of land for the park.



Zoo Budget Summary

Description	Sum of 2019 actual	Sum of 2020 revised budget	Sum of 2021 Dept Req
PROPERTY TAX	(3,128,041)	(3,192,699)	(3,320,352)
ZOO ADMISN	(613,456)	(610,000)	(585,000)
PARKNG FEE	(179,709)	(190,000)	(175,000)
DONATIONS	(47,000)	(55,500)	0
TRAIN	(59,978)	(6,455)	0
CAMEL RIDE	(12,518)	0	0
FOOD SALES	(267,579)	(238,000)	(220,000)
GIFT SHOP	(303,960)	(260,000)	(250,000)
INTEREST REV	(52,393)	(28,000)	(50,000)
MISC REVENUE	(7,362)	(9,550)	(5,000)
PONY RIDES	(30,039)	(32,000)	(28,000)
WOW	(23,201)	(26,000)	(22,000)
SHELTER	(9,360)	(10,000)	(8,000)
OTHER REVENUE	(42,594)	(2,500)	
FUND BALANCE		133,453	101,402
Permanent wages	1,455,197	1,532,527	1,596,015
FICA	152,479	120,319	126,032
Unemployment	10,185	7,867	8,249
Temp wages	554,042	453,284	503,284
Overtime	34,861	14,500	14,500
Benefits	598,659	836,264	781,308
On Call	10,096	15,600	15,600
Uniforms	10,140	12,000	12,500
Employee Improvement	1,653	3,700	2,700
Travel - Local	880	500	500
Travel Out of State	28,198	31,000	24,000
Advertising - Society	60,000	40,000	60,000
Equipment Rental	1,650	2,000	2,000
Gas	5,505	10,000	8,000
Contractual Services	41,031	35,000	35,000
Meeting Fee	0	500	500
Memberships/Subscriptions	33,661	34,000	38,000
Equipment	40,234	56,000	46,000
Office Supplies	9,604	10,000	10,000
Building Repair	57,853	80,000	80,000
Maintenance Supplies	89,703	90,000	75,000
Other Supplies	21,959	29,000	24,000
Postage	310	4,000	2,000
Printing	14,486	15,000	12,500
Small Tool	4,627	6,000	6,000
Supplies	167,387	195,000	195,000
Animal Medical	89,691	80,000	95,000
Animal Husbandry	19,441	18,000	18,000

Description	Sum of 2019 actual	Sum of 2020 revised budget	Sum of 2021 Dept Req
Animal Transport	10,734	10,000	10,000
Animal Feed	180,484	170,000	170,000
Utilities	231,499	210,000	225,000
Insurance	81,518	80,000	85,000
IT Computers	6,921	7,700	5,500
IT Operations	75,908	75,201	68,406
Telephone- Cell	18,775	24,000	21,000
Trash Removal	15,880	23,000	28,000
Phone Allocation	4,544	4,727	4,485
Administrative - County	150,078	150,078	150,078
Courier	365	401	426
Long Distance Phone	214	125	125
Bank Fees	38,038	0	0
TOTAL Revenue	(4,777,190)	(4,527,251)	(4,566,950)
TOTAL Expense	4,486,705	4,488,056	4,560,408
GRAND Total	(290,485)	(39,195)	(6,542)