## **OFFICIAL MINUTES**

#### of the

#### MONTGOMERY COUNTY GOVERNING BOARD OF EDUCATION

Thursday, August 15, 2019

The Governing Board of Education of Montgomery County, State of Ohio, met in regular session on Thursday, August 15, 2019, at 4:30 p.m. The meeting was called to order by President Daryl Michael. The Pledge of Allegiance was given.

Roll Call

Present:

Mr. Michael, Mr. Roberts, Mr. Shell, Mrs. Weaver, Mr. Smith

Others Present:

Mrs. Cox, Mr. Clifford, Mr. Fox, Mrs. Terry, Mrs. Oliver, Mrs. Stout, Mrs.

Davies, Mr. Couts, Mrs. Anyanwu, Mrs. Gunnell, Mrs. Sears

Guests:

Guy Fogle, Eric Walker-Mabry

## Adoption of Board Agenda

#131-19

Motion made by Mrs. Weaver and seconded by Mr. Roberts to adopt the agenda for the August 15, 2019 regular meeting.

#### **Motion carried**

#### Communitaations

Oregon District Follow-up

#### Superintendent's Reports

- Staffing
- Learning Center North
- Action Items

#### Personnel Actions

#132-19

Motion made by Mr. Roberts and seconded by Mr. Shell that the resignations/retirements found in Exhibit 1 be approved.

#### Roll Call

Yeas – Mr. Roberts, Mr. Michael, Mr. Shell, Mrs. Weaver, Mr. Smith Nays – None

#### #133-19

Motion made by Mr. Smith and seconded by Mrs. Weaver that the new employment contracts and contract amendments found in Exhibit 1 be approved.

#### Roll Call

Yeas – Mr. Roberts, Mr. Michael, Mr. Shell, Mrs. Weaver, Mr. Smith Nays – None

#### #134-19

Motion made by Mr. Shell and seconded by Mr. Smith that the contract renewals and supplemental contracts found in Exhibit 1 be approved.

#### Roll Call

Yeas – Mr. Roberts, Mr. Michael, Mr. Shell, Mrs. Weaver, Mr. Smith Nays – None

#### #135-19

Motion made by Mr. Michael and seconded by Mr. Roberts that the unpaid leave found in Exhibit 1 be approved.

#### Roll Call

Yeas – Mr. Roberts, Mr. Michael, Mr. Shell, Mrs. Weaver, Mr. Smith Nays – None

#### #136-19

Motion made by Mrs. Weaver and seconded by Mr. Shell that the termination found in Exhibit 1 be approved.

#### Roll Call

Yeas – Mr. Roberts, Mr. Michael, Mr. Shell, Mrs. Weaver, Mr. Smith Nays – None

#### Approval of Salary Schedules for FY20

#### #137-19

Motion made by Mr. Shell and seconded by Mrs. Weaver that the following Salary Schedules for FY20 be approved:

755 School Engagement Coordinator

#### Roll Call

Yeas – Mr. Roberts, Mr. Michael, Mr. Shell, Mrs. Weaver, Mr. Smith Nays – None

# Approval of Performance/Consultant Contracts #138-19

Motion made by Mrs. Weaver and seconded by Mr. Roberts that the following performance/consultant contract(s) be approved for the services, rates and effective dates listed on the contract:

## Office of Superintendent

Contractual agreement between the Montgomery County Educational Service Center and Educators listed to fulfill duties as Educator Equity Fellows through June 30, 2020 for the individual amounts of up to; not to exceed \$3,000.00 from Curriculum General.

Sarah Costner Anthony Vichich Nicole Strah

Contractual agreement between the Montgomery County Educational Service Center and Administrators listed to fulfill duties as Administrator Equity Fellow through June 30, 2020 for the individual amounts of up to; not to exceed \$2,000.00 from Curriculum General.

Tamara Rizzo-Sterner

## Office of Assistant Superintendent

Contractual agreement between the Montgomery County Educational Service Center and Carly Monfort as a STEM Coach to facilitate the STEM Fellows program and maintain associated duties through June 30, 2020. This includes leadership of 13 training sessions, assistance with industry tours, interim correspondences with all fellows, interim editing for curriculum teams, and planning in relationship to the STEM Fellows program in the amount of; not to exceed \$7,000.00 from STEM General.

Contractual agreement between the Montgomery County Educational Service Center and Colleen Biers as a STEM Coach to facilitate the STEM Fellows program and maintain associated duties through June 30, 2020. This includes leadership of 13 training sessions, assistance with industry tours, interim correspondences with all fellows, interim editing for curriculum teams, and planning in relationship to the STEM Fellows program in the amount of; not to exceed \$7,000.00 from STEM General.

Contractual agreement between the Montgomery County Educational Service Center and Danielle Van Brackel to assist in creating Engineering Design Challenges for use with the STEM Fellows program through December 31, 2019. This includes the creation of four Engineering Design Challenges for use at the STEM Fellows meetings 1-4 and assistance to the STEM Coach in preparing for the STEM Fellows meetings 1-4 in the amount of; not to exceed \$400.00 from STEM General.

## Approval of Performance/Consultant Contracts

#### Office of Assistant Superintendent

Contractual agreement between the Montgomery County Educational Service Center and Kristina Dobberstein to serve as the Science Saturdays Show & Materials Support in the amount of \$25 per hour; not to exceed \$1,000.00 August through December 31, 2019 from Science Saturday Year 4 grant.

Contractual agreement between the Montgomery County Educational Service Center and Monica Brouwer to edit STEM Curriculum from September 1, 2019 through December 31, 2019 in the amount of; not to exceed \$800.00 from STEM General.

Contractual agreement between the Montgomery County Educational Service Center and EnvisionPlus for Comprehensive Proposal Development Services in the amount of; not to exceed \$7,500.00 as per contract from Curriculum General.

## Office of Operations

Facility Usage Agreement between the Montgomery County Educational Service Center and the Northridge Local School District Board of Education for the utilization of Learning Center North to operate Northridge's public school activities for a period of thirty (30) years as per agreement language.

## Office of State Support Team

Contractual agreement between Montgomery County Educational Service Center and School Association for Special Education in Dupage (SASED), operating agent for the Midwest PBIS Network to provide onsite and online technical assistance and training regarding PBIS Tier 1 through Tier 3 for SST10 Consultants by June 30, 2020 in the amount of; not to exceed \$15,800.00 from FY20 VI-B Funds.

Contractual agreement between Montgomery County Educational Service Center and Kimberly St. Martin to provide Coaching Foundation Skills to SST10 and SST13 by June 30, 2020 in the amount of; not to exceed \$15,000.00 from FY20 VI-B Funds.

Contractual agreement between Montgomery County Educational Service Center and Neil Long Consulting to provide consulting for regional data dashboard by June 30, 2020 in the amount of; not to exceed \$10,000.00 from FY20 VI-B Funds.

## Office of Social Emotional Learning

Contractual agreement between Montgomery County Educational Service Center and Preble County Mental Health and Recovery Board to provide PAX implementation and support as per contract by June 30, 2020 from PAX grant.

Contractual agreement between the Montgomery County Educational Service Center and St. Joe's to provide Intensive Day Treatment Services in the amount of \$340,000.00 through May 31, 2020.

## Approval of Performance/Consultant Contracts

## Office of Social Emotional Learning

License agreement between the Montgomery County Educational Service Center and St. Joe's to occupy space at Learning Center North as noted in the license agreement through May 31, 2020.

Contractual agreement between the Montgomery County Educational Service Center and Jefferson County Educational Service Center to provide online curriculum, system training, and technical support by June 30, 2020; not to exceed \$2,500.00 from SEL Fund.

#### Roll Call

Yeas - Mr. Roberts, Mr. Michael, Mr. Shell, Mrs. Weaver, Mr. Smith

Nays - None

**Motion carried** 

### Acceptance of Financial Statement

#139-19

Motion made by Mr. Roberts and seconded by Mr. Smith to accept the Financial Statement as presented in Exhibit 2.

## Roll Call

Yeas - Mr. Roberts, Mr. Michael, Mr. Shell, Mrs. Weaver, Mr. Smith

Nays - None

**Motion carried** 

#### Approval of Memberships

#140-19

Motion made by Mrs. Weaver and seconded by Mr. Shell to approve the following memberships:

• National Student Clearinghouse

#### Roll Call

Yeas - Mr. Roberts, Mr. Michael, Mr. Shell, Mrs. Weaver, Mr. Smith

Nays - None

**Motion carried** 

#### Approval of School Contracts

#141-19

Motion made by Mr. Shell and seconded by Mr. Roberts for approval of the following contracts:

RESOLVED, that the following school contracts be approved for the dates, service and fee as listed on the contract.

Michael

Loveland City School District for Graduation Alliance Dropout Recovery

#### Roll Call

Yeas - Mr. Roberts, Mr. Michael, Mr. Shell, Mrs. Weaver, Mr. Smith

Nays - None

**Motion carried** 

## Approval of Contributions

#142-19

Motion made by Mr. Michael and seconded by Mrs. Weaver to approve the following:

RESOLVED, that the following contributions be approved:

Girl Scouts of Western Ohio and the Sky's the Limit event in the amount of \$15,000.00 from the Department of Defense STEM grant and \$3,000.00 from Montgomery County Educational Service Center.

### Roll Call

Yeas - Mr. Roberts, Mr. Michael, Mr. Shell, Mrs. Weaver, Mr. Smith

Nays - None

**Motion carried** 

## <u>Adjournment</u>

#143-19

Motion made by Mrs. Weaver and seconded by Mr. Roberts that the meeting be adjourned.

#### Roll Call

Yeas - Mr. Roberts, Mr. Michael, Mr. Shell, Mrs. Weaver, Mr. Smith

Nays - None

#### **Motion carried**

Meeting adjourned at 5:11 p.m.

Treasurer

#### Exhibit 1

Employment - all subject to proper certification and experience, where required, and contingent upon negative fingerprinting results:

### a. Accept Resignation(s)/Retirement(s):

Diana Christ, Educational Assistant, effective August 12, 2019 Brandy Mills, Educational Assistant, effective August 12, 2019 Tiffany Parker, Educational Assistant, effective July 29, 2019 Bryan Perez, Computer Technologist, effective August 16, 2019 Daniel Woodard, Educational Assistant, effective August 7, 2019 Barb Werling-Elrod, Secretary, effective August 1, 2019

#### b. Approval of New Employment:

#### Approval of Administrative Staff, One Year Contract:

Louise Dawson, PAX Partner, Salary Schedule 745, effective August 7, 2019 Katie Henry, Curriculum Supervisor, As Needed, Salary Schedule 610-1, effective August 19, 2019

Sarah Mescher, Psychologist, As Needed, Salary Schedule 625-2, effective August 6, 2019 Krista Swihart, Psychologist, Salary Schedule 625-10, effective August 6, 2019 Barbara Werling-Elrod, Preschool Promise Training and Event Specialist, Salary Schedule 1011, effective August 1, 2019

#### Approval of Licensed Staff, One Year Contract:

Diana Christ, Contracted Reserve Teacher, Salary Schedule 720, effective August 12, 2019 Brandy Mills, Contracted Reserve teacher, Salary Schedule 720, effective August 12, 2019 Esperanza Steinhoff, Adaptive Physical Education Teacher, Salary Schedule 715-C-11, effective August 1, 2019

#### Approval of Classified Staff, One Year Contract:

Ejuan Aiken, Educational Assistant, Salary Schedule 835-1, effective August 12, 2019 Lori Cornell, Educational Assistant, Salary Schedule 835-6, effective August 6, 2019 John Guehl, Educational Assistant, Salary Schedule 835-1, effective August 6, 2019 Todd Lampley, Computer Technologist, Salary Schedule 636-1, effective August 14, 2019 Zachary Nelson, Educational Assistant, Salary Schedule 835-1, effective August 12, 2019 Davin Williams, Educational Assistant, Salary Schedule 835-1, effective August 7, 2019

## Approval of Substitute Van Drivers, effective 2019-2020 contract year, pending certification:

Kip Hoffman Kris Jones Jeanette Campbell Raymond Pavelka Beth Pendergast Derek Sizemore Roger Wiedenheft Jim Stump Stephen Rader Dajuana Lewis Sarah Watkins Jennifer Mikesell Cynthia Whitlow Kacie Whaley Tobi Wells John Kettering Donald Campbell

#### c. Approval of Contract Amendment(s):

Abby Balazs, Teacher, Salary Schedule 715-D-19, effective August 1, 2019 Jennifer Teleha, Salary Schedule 722-C-10, effective August 1, 2019

#### Office of the Treasurer

#### August 15, 2019 Board Report

#### Board Report pg.1

• Receipts outside of the foundation payment made up \$1.3 million of the total for the month of July. Obviously we spent about \$1.2 million more than we took in. This is entirely due to the timing of the approvals of the foundation payment.

## District/County pg.2

• There is significant carryover from last year. So much so that it exceeds total funding for this year. Two years ago, many of these dollars were spent down at year end to offset the foundation reconciliation invoices. We simply didn't have that at year end FY19. We also didn't do much spending of this money. I can assure you that this will not be the case this year.

## Investments pg.2

• Investment returns are still doing great. \$33,000 in one month. This is the highest grossing month we have ever seen with not near the investment principle. This just goes to show that the market is headed in the right direction.

### All Other Funds pg.3

• As suspected, the grants are once again in the red. Many of these are in their final months of expenditures with final reporting due just around the corner on September 30<sup>th</sup>.

#### Three Year Comparison pg. 4

• Obviously the beginning cash balance is lower given the year we had and the significant expenses in June we spoke about last month. The most glaring of differences in revenue is the district costs line item. This line represents the majority of our revenue throughout any given year as it is our foundation payment. Timelines were not met in the approval process of the foundation contracts. This lead to a lag in payment processing for us. The good news is that most of those contracts have been processed by ODE (\$22 million of the \$29 million) and have already been reflected in our August #1 payment.

#### LC North

• Nearly a half million dollars have been invested through July. Another \$400,000 just went out as of this writing. Clearly, we are starting to see the impact of this project on our finances with nearly \$1 million being spent on LC North. While this is a significant number to many of us, this is only the beginning as another \$6 million to \$7 million will be invested into this project by this time next year.

MONTGOMERY COUNTY EDUCATIONA		DUCATION	I₹	L SERVICE CENTER FINANCIAL REPORT	ENTER FI	NANCIA	L REP(	ORT				Jul 2019
	≥	MTD ESTIMATE	<b> </b>	MTD ACTUAL	MTD DIFFER	FFER	YTD ES	YTD ESTIMATE	YTD ACTUAL	TUAL	¥	YTD DIFFER
Beginning Cash Balance	₩.	15,741,382.62	₩	15,741,382.62	₩.	•	\$ 15,74	15,741,382.62	\$ 15,741	15,741,382.62	\$	
RECEIPTS												
Excess Costs	₩.	750,000.00	₩.	699,176.83	) \$	(50,823.17)	\$ 75	750,000.00	569 \$	699,176.83	\$	(50,823.17)
District Costs	<del>69</del>	250,000.00	₩	267,363.90	\$	17,363.90	\$ 25	250,000.00	\$ 267	267,363.90	₩.	17,363.90
Investments	₩	20,833.33	₩	33,175.72	\$	12,342.39	\$	20,833.33	\$ 33	33,175.72	₩	.12,342.39
Fiscal Agent, Misc, etc.	₩.	302,327.58	₩	564,709.98	\$ 20	262,382.40	)E \$	302,327.58	\$ 564	564,709.98	\$	262,382.40
Advances Returned	₩	500,000.00	₩	262,265.91	\$ (2)	(237,734.09)	\$ 50	500,000,000	\$ 262	262,265.91	₩.	(237,734.09)
Foundation	₩	50,000.00	<del>69</del>	200,360.99	:I \$	150,360.99	\$	50,000.00	\$ 200	200,360.99	₩	150,360.99
Rental/CAFS	₩	39,028.25	₩		;)	(39,028.25)	\$	39,028.25	\$	1	<del>69</del>	(39,028.25)
TOTAL RECEIPTS	₩	1,912,189.17	\$	2,027,053.33	\$	114,864.16	16'1 \$	1,912,189.17	\$ 2,027	2,027,053.33	\$	114,864.16
i												
RECEIPTS + BALANCE	₩	17,653,571.79	↔	17,768,435.95	\$	114,864.16	\$ 17,65	17,653,571.79	\$ 17,768	17,768,435.95	₩	114,864.16
EXPENDITURES												
Salaries	₩	2,001,165.63	₩.	1,697,307.54	æ \$	303,858.09	\$ 2,00	2,001,165.63	\$ 1,697	1,697,307.54	₩	303,858.09
Fringe Benefits	↔	700,407.97	₩	552,969.16	<b>.</b>	147,438.81	\$ 7(	700,407.97	\$ 55.	552,969.16	₩	147,438.81
Purchased Services	₩	434,814.10	₩	732,290.03	2) \$	[297,475.93]	\$ 43	434,814.10	\$ 73.	732,290.03	₩	(297,475.93)
Supplies	₩	66,823.03	₩.	28,665.13	\$	38,157.90	<b>\$</b>	66,823.03	\$ 28	28,665.13	<del>69</del> -	38,157.90
Capital Outlay-NEW	↔	24,909.80	<del>69</del>	16,939.95	\$	7,969.85	; \$	24,909.80	\$ 10	16,939.95	₩.	7,969.85
Other	₩	43,900.19	₩	159,132.84			₩.	43,900.19	\$ 159	159,132.84		
LC North/Renovations	₩	750,000.00	<del>69</del>	91,525.00	9 \$	658,475.00	\$ 73	750,000.00	\$ 9.	91,525.00	₩.	658,475.00
Advances	↔	-	\$	-	\$	•			\$	1	₩	ļ
Transfers	₩	l	₩	3	\$	ı	,				₩.	-
TOTAL EXPENDED	₩	3,994,937.39	₩	3,278,829.65	<b>4</b>	716,107.74	\$ 3,9	3,994,937.39	\$ 3,27	3,278,829.65	\$	716,107.74
. '												
ENDING CASH BALANCE	↔	13,658,634.40	↔	14,489,606.30	9) \$	(601,243.58)	\$ 13,6	13,658,634.40	14,48	4,489,606.30	₩	(601,243.58)
ENCUMBRANCES			₩	10,248,472.42			SF Settlements	ments	2 \$	75,601.37		
ADJ. CASH BALANCE LAST DAY OF MONTH	ZF Z	NONTH	₩	4,241,133.88			Excess Costs	costs	\$ 44.	445,788.88		
			4	2,021,437.40	District \$6.50 Deduct		Miscellaneous	neous		63,220.59		
			₩	2,219,696.48	Adjusted Balance	lance	Total	••••	\$ 58	584,610.84		

## **DISTRICT \$6.50 DEDUCT PROGRAM**

District/County Funding FY20	\$	1,067,315.00
Carry-Over from FY19	\$	1,196,851.44
Additional Payments received in FY20	\$	
,	\$	2,264,166.44
Expended as of August 1, 2019	\$	242,729.04
'	\$	2,021,437.40
District/County Funding Receipts thru:	ly \$	1,067,315.00
District/County Funding Receipts thru:	ly \$	1,067,315.00
Carry-Over from FY19	\$	1,196,851.44
Additional Payments received in FY20	_\$	<del>-</del> .
	\$	2,264,166.44
Expended as of August 1, 2019	\$	242,729.04
· · · · · · · · · · · · · · · · · · ·	*	2,021,437.40

## MONTHLY INVESTMENT REPORT

Total	Principal
\$7	,500,000

Average Yield to Maturity 1.82%

Average Maturity
1.14

Estimated Market Value \$7,507,355 YTD Interest Income \$33,176

BALANCES AS OF August 1, 2019

Book Balance	\$ 15,520,553.45
Money Market 1.21%	\$ 5,419,978.07
Investments	\$7,500,000.00
Uninvested Balance	\$ 2,600,575.38

## SUMMARY OF BALANCES, RECEIPTS & EXPENDITURES-OTHER PROGRAMS AS OF July 31, 2019

ND	scc	BEGINNING FISCAL YEAR BALANCE	FISCAL YEAR TO DATE RECEIPTS	FISCAL YEAR TO DATE EXPENDITURES	BALANCE
006 Lunchroom Fund	9005	\$0.00	\$0.00	\$5,660.27	(\$5,660.27)
007 Special Trust	9001	\$45.50	\$0.00	\$0.00	\$45.50
007 Handicapped Children's Fund	9600	\$6,079.44	\$0.00	\$0.00	\$6,079.44
014 MHJ Shared Reading Library	9190	\$230.00	\$0.00	\$0.00	\$230.00
014 DASA-UD	9200	\$65,872.83	\$0.00	\$0.00	\$65,872.83
014 DASA/Employee	9201	\$5,014.62	\$0.00	\$0.00	\$5,014.62
014 Battelle for Kids	9208	\$9,335.38	\$0.00	\$0.00	\$9,335.38
014 Gifted Student Retreat	9250	\$5,239.75	\$0.00	\$0.00	\$5,239.75
014 Regional Transportation	9700	\$1,260,231.61	\$0.00	\$7,662.26	\$1,252,569.35
019 NEA-Learning & Leadership	9141	\$217.60	\$0.00	\$0.00	\$217.60
019 PAX GRANT FY19	9190	\$0.00	\$73,227.32	\$159,397.39	(\$86,170.07)
019 PRIME FOR LIFE	9191	\$0.00	\$0.00	\$20,558.52	(\$20,558,52)
019 ESF: SCIENCE SATURDAYS CY19	9192	\$29,869.78	\$0.00	\$212.50	\$29,657.28
019 SCHOOLS OF EXCELLENCE	9193	\$0.00	\$0.00	\$14,692.68	(\$14,692.68)
019 ESF: ASPIRE	9194	\$0.00	\$21,800.00	\$0.00	\$21,800.00
499 SI SST FY20	9020	\$0.00	\$0.00	\$584.16	(\$584.16)
499 SI SST FY19	9190	\$0.00	\$20,043.45	\$21,798.12	(\$1,754.67)
499 Regional Early Literacy	9191	\$0.00	\$16,831.04	\$19,156.22	(\$2,325.18)
499 Student Assessment FY19	9192	\$0.00	\$1,766.67	,\$1,941.28	(\$174.61)
3 Title VI-B FY20	9020	\$0.00	\$0.00	\$1,809.18	(\$1,809.18)
516 Title VI-B FY19	9190	\$0.00	\$0.00	\$204,968.87	(\$204,968.87)
551 Title III FY19	9190	\$0.00	\$0.00	\$6,353.47	(\$6,353,47)
572 Priority School Supports	9190	\$0.00	\$14,186.69	\$16,196.34	(\$2,009.65)
587 Early Learning Discretionary FY19	9190	\$0.00	\$7,794.11	\$8,974.81	(\$1,180.70)
599 Early Learning Challenge FY16	9162	\$4,398.65	\$0.00	\$0.00	\$4,398.65
599 School Climate Transformation	9190	\$0.00	\$0.00	\$20,700.38	(\$20,700.38)
599 State Personnel Development	9191	\$0.00	\$0.00	\$984.00	(\$984.00)
GRAND TOTAL		\$1,386,535.16	\$155,649.28	\$511,650.45	\$1,030,533.99

## JULY Year-To-Date

	FY18	FY19	FY20
Beginning Cash Balance	\$16,957,592.74	\$17,674,641.01	\$15,741,382.62
RECEIPTS			
Excess Costs	750,372.65	450,968.04	699,176.83
District Costs	1,841,900.12	2,078,455.53	267,363.90
Investments	8,597.19	19,958.09	33,175.72
Fiscal Agent, Misc, etc.	161,938.56	439,451.39	564,709.98
Advances Returned	464,550.68	325,670.90	262,265.91
Foundation	197,343.45	199,896.39	200,360.99
Rental/CAFS	139,615.68	-	
TOTAL RECEIPTS	\$3,564,318.33	\$3,514,400.34	\$2,027,053.33
·	•		
RECEIPTS + BALANCE	\$20,521,911.07	\$21,189,041.35	\$17,768,435.95
EXPENDITURES			
Salaries	1,388,626.00	1,444,221.61	1,697,307.54
Fringe Benefits	455,733.13	477,132.38	552,969.16
Purchased Services	617,482.91	313,042.63	732,290.03
Supplies	65,622.72	13,672.54	28,665.13
Capital Outlay	39,228.93	18,425.72	16,939.95
Other	68,589.46	101,101.22	159,132.84
LC North/Renovations		361,510.00	91,525.00
Advances/Transfers	0.00	0.00	0.00
TOTAL EXPENDED	\$2,635,283.15	\$2,367,596.10	\$3,278,829.65
ENDING CASH BALANCE	\$17,886,627.92	\$18,821,445.25	\$14,489,606.30
CITY/COUNTY BALANCE	652,535.02	1,092,036.75	2.021.437.40
ADJUSTED CASH BALANCE	\$17,234,092.90	\$17,729,408.50	\$12,468,168.90
Outstanding Receivables	\$1,263,676.24	\$906,470.75	\$584,610.84