

D30N00
Maryland Food Center Authority

Operating Budget Data

(\$ in Thousands)

	<u>FY 09</u> <u>Actual</u>	<u>FY 10</u> <u>Amended Budget</u>	<u>FY 11</u> <u>Budget</u>	<u>FY 10-11</u> <u>Change</u>	<u>% Change</u> <u>Prior Year</u>
Nonbudgeted Fund	\$3,412	\$4,263	\$4,080	-\$183	-4.3%
Nonbudgeted Fund	\$3,412	\$4,263	\$4,080	-\$183	-4.3%

- The fiscal 2011 operating expenses for the Maryland Food Center Authority (MFCA) decrease by \$183,352, or 4.3%. The major changes in the fiscal 2011 operating expenses relate to personnel, changing needs for temporary personnel, landfill charges, and the purchase of various equipment and vehicles.
- The fiscal 2011 operating revenue decreases by \$135,999, or 2.6%.

Personnel Data

	<u>FY 09</u> <u>Actual</u>	<u>FY 10</u> <u>Working</u>	<u>FY 11</u> <u>Allowance</u>	<u>FY 10-11</u> <u>Change</u>
Regular Positions	32.00	32.00	32.00	0.00
Contractual FTEs	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>
Total Personnel	32.00	32.00	32.00	0.00

Note: Regular positions are reported by the Maryland Food Center Authority and do not match the Governor's Budget Books.

- There are no changes in the number of regular positions between fiscal 2009 and 2011.
- Although not reflected in the data, MFCA had 1 contractual full-time equivalent position in each of fiscal 2009, 2010, and 2011.

Note: Numbers may not sum to total due to rounding.

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Analysis in Brief

Major Trends

MFCA Achieves 100% Occupancy of Both Markets in Fiscal 2010: The Wholesale Seafood Market has maintained 100% occupancy in fiscal 2009 and 2010. The Wholesale Produce Market was not fully leased in fiscal 2009 but became fully leased as of October 1, 2009.

MFCA Improves Tenant Relations in Fiscal 2009: MFCA reports on two measures in its Managing for Results submission related to tenant relations. MFCA improved performance for both measures (percent of priority 1 requests resolved within 14 days and percent of unsatisfactory responses) in fiscal 2009. MFCA expects to continue to improve its timeliness in responding to priority 1 requests through fiscal 2011; however, it has set more modest expectations for the percent of unsatisfactory responses received from tenants.

Recommended Actions

1. Nonbudgeted.

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Operating Budget Analysis

Program Description

The Maryland Food Center Authority (MFCA), located at the Maryland Food Center in Jessup, Maryland is a nonbudgeted agency. MFCA has a mission of enhancing and providing economic growth opportunities for the State's agricultural-, seafood-, and food-related industries. MFCA develops and oversees authority projects. Three key components make up MFCA, including:

- the MFCA administration;
- the Maryland Wholesale Produce Market; and
- the Maryland Wholesale Seafood Market.

Tenants of the Wholesale Produce and Seafood markets lease offices, storage, and dock facilities from MFCA. MFCA also owns the Rock Hall Seafood Processing Plant in Kent County which is currently being leased by the Town of Rock Hall. MFCA also provides leases to SYSCO Food Services of Baltimore and SeaCap, which are distribution companies, and a truck parking lot, operated by Bob's Transport, Inc. While located within the Maryland Food Center, these companies operate independently.

The key goals of MFCA are:

- to maintain safe, sanitary, and efficient facilities; and
- to maintain open communication with customers.

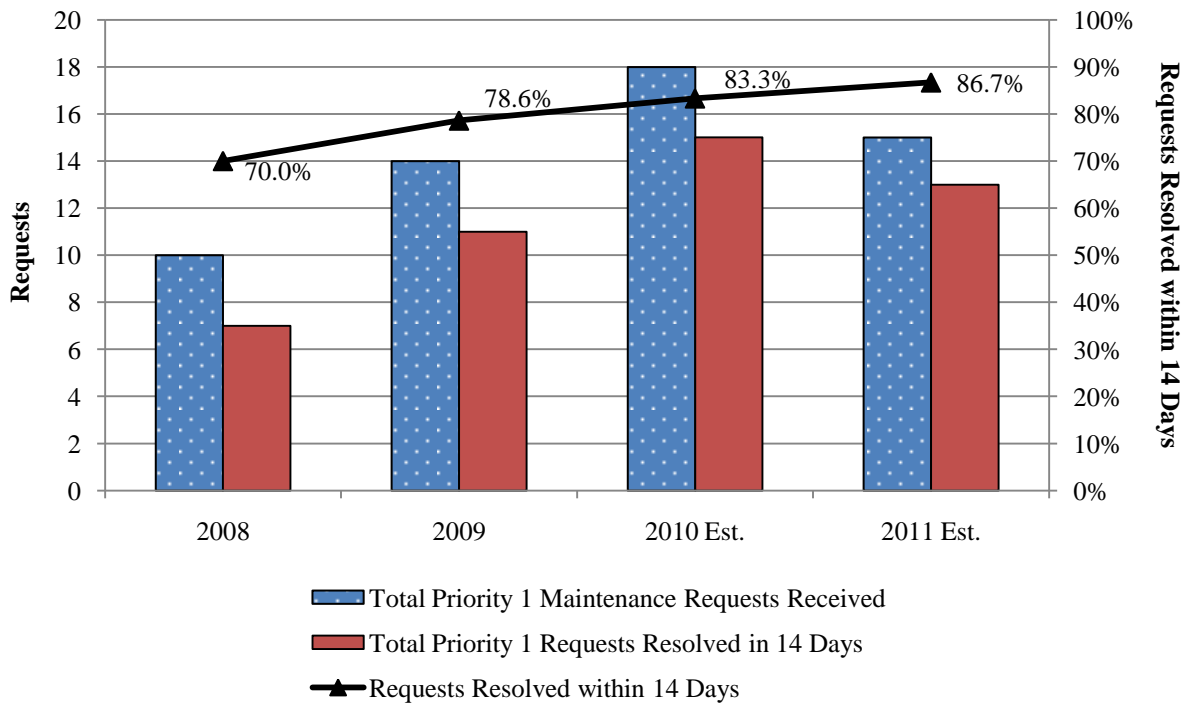
Performance Analysis: Managing for Results

MFCA operates as a landlord to the tenants occupying the Wholesale Produce and Seafood markets. As a result, some measure of the success of MFCA is necessarily related to its ability to maintain good relations with the tenants and responding to the needs of the tenants. One measure of MFCA's success is an examination of the vacancy rates of the market stalls. MFCA indicates that the Wholesale Seafood Market was 100% leased in fiscal 2009 and continues to be 100% leased in fiscal 2010. The Wholesale Produce Market had a vacancy rate of 2% during fiscal 2009, but as of October 1, 2009, is 100% leased.

MFCA recognizes tenant relations as one of its key goals in the Managing for Results (MFR) submission. Goal 2 for MFCA is to maintain open communications with customers. This goal is measured through completion of priority 1 maintenance requests and tenant survey results. Priority 1 maintenance requests are those requests needing immediate attention, such as water leaks or safety hazards.

Exhibit 1 provides information on the total number of priority 1 maintenance requests received and completed within 14 days, as well as the percent of these requests resolved within 14 days. MFCA revised this measure beginning with the fiscal 2010 MFR submission to focus on priority 1 maintenance requests. The number of priority 1 maintenance requests increased from fiscal 2008 to 2009; despite this, MFCA was able to improve its performance in this area between these years. MFCA expects that this trend will continue in fiscal 2010. While MFCA expects to continue to improve the percent of requests resolved within 14 days in fiscal 2011, it expects the number of these requests to decrease.

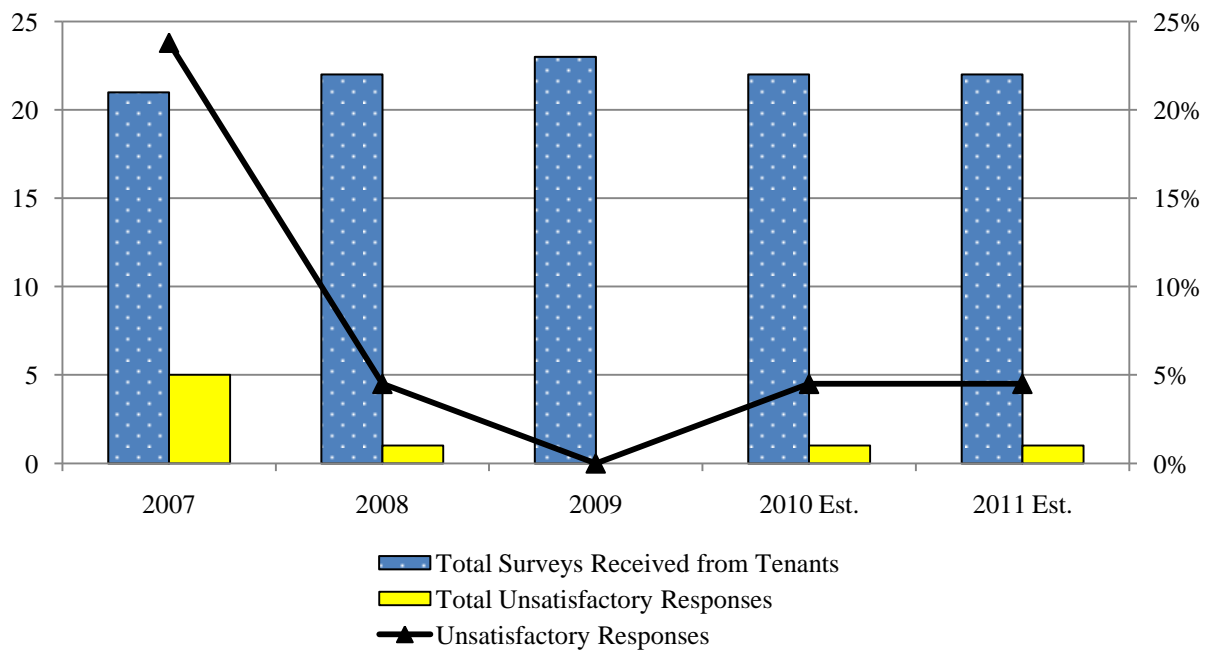
**Exhibit 1
Maintenance Requests Completed
Fiscal 2008-2011**



Source: Maryland Food Center Authority; Governor’s Budget Books

MFCA’s performance as measured by the percent of unsatisfactory responses to the tenant survey has improved in recent years. MFCA indicates this survey was sent to 33 tenants in the two markets. As shown in **Exhibit 2**, in fiscal 2007, MFCA received unsatisfactory responses from 23.8% the surveys returned. In fiscal 2009, despite receiving two more responses than in fiscal 2007, MFCA reported no unsatisfactory responses. MFCA has set a more modest target for fiscal 2010 and 2011.

Exhibit 2
Tenant Survey Responses
Fiscal 2007-2011



Source: Maryland Food Center Authority; Governor’s Budget Books

Other measures of MFCA’s performance in tenant relations are evidenced by the undertaking of improvements to market areas including:

- the replacement of the concrete dock platform at the Wholesale Seafood Market in fiscal 2010 that will continue in fiscal 2011;
- construction of a 5,000-square foot freezer for a tenant’s use at the Wholesale Seafood Market; and

- repairs to concrete floors that have deteriorated inside units at the Wholesale Seafood Market.

MFCA should comment on efforts undertaken in fiscal 2010 and planned for fiscal 2011 to maintain positive relationships with the tenants of the two markets.

Fiscal 2010 Actions

Impact of Cost Containment

Although MFCA is a nonbudgeted agency, MFCA is participating in the State furlough plan in fiscal 2010 as it did in fiscal 2009. MFCA indicates that the furlough plan is being implemented in the same manner as in other agencies. MFCA anticipates that implementing the furlough plan in fiscal 2010 will result in a reduction of approximately \$11,709 in salaries.

This salary reduction is not currently reflected in the fiscal 2010 budget but is expected to be reflected in the fiscal 2010 actual expenditures.

Fiscal 2010 Budget

MFCA, a nonbudgeted fund agency, submits its budget to the General Assembly for informational purposes only and an analysis is only prepared in alternate years. The fiscal 2010 operating budget of MFCA increases by \$850,823, or 24.9%, compared to the fiscal 2009 actual expenditures. More than half of this increase (\$492,483) results from personnel expenditures including an increase in regular earnings (\$185,440), to account for vacant positions in fiscal 2009 that are expected to be filled in fiscal 2010, and employee and retiree health insurance (\$172,607).

Several increases in the fiscal 2010 budget are the result of lower than anticipated expenditures in fiscal 2009, such as an increase of \$88,403 in landfill expenses, temporary labor (\$56,199), and travel (\$46,528). In addition, an increase of \$25,210 is the result of fewer equipment purchases for the Wholesale Produce and Seafood Markets in fiscal 2009 which lowered the depreciation accounted for in the budget in that year.

Decreases totaling \$56,623 in supplies and entrance gate repairs are the result of fiscal 2009 costs associated with the installation of a new gate system. However, this installation occurred after the fiscal 2010 budget development process, and as a result, the costs of this system are not currently reflected in fiscal 2010.

Fiscal 2011 Proposed Budget

As shown in **Exhibit 3**, MFCA's operating expenses decrease by \$183,352, or 4.3%, in fiscal 2011.

Exhibit 3
Proposed Budget
Maryland Food Center Authority
(\$ in Thousands)

How Much It Grows:	Nonbudgeted	
	<u>Fund</u>	<u>Total</u>
2010 Amended Budget	\$4,263	\$4,263
2011 Budget	<u>4,080</u>	<u>4,080</u>
Amount Change	-\$183	-\$183
Percent Change	-4.3%	-4.3%

Where It Goes:

Personnel Expenses

Employee retirement	\$5
Social Security contributions.....	-5
Overtime to reflect fiscal 2009 experience.....	-18
Other Post Employment Benefits	-58
Employee and retiree health insurance.....	-70
Regular earnings primarily due to a position that is not funded in fiscal 2011	-70
Other fringe benefit adjustments	-4

Other Changes

Purchase of additional maintenance equipment to reduce contractual services expenses....	27
Motor vehicle operations due to depreciation expenses associated with new equipment and maintenance and repair expenses	25
Contracts for maintenance, repair, and gate alarms for the new gate system.....	20
Upgrade computer software to Microsoft 2007.....	19
Access pass purchases for new access system.....	17
Data processing equipment and materials	12
Contracts for fence, building, electrical, plumbing, and roof repairs to reflect experience .	8
Real property tax	6
Uniform rental	4
Anticipated higher cost of new contract for auditor	4
Use of a new cleaning chemical	4
Communications.....	3
Increased training for Wholesale Produce and Wholesale Seafood markets	3
Office cleaning	2

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Where It Goes:

Fees associated with previously vacant units that will be filled in fiscal 2011	-4
Consulting services.....	-4
Utilities due to decrease in electricity partially offset by natural gas and water and sewer increases.....	-5
Anticipated lower salary for a contractual position.....	-6
Data processing equipment purchased in fiscal 2010.....	-17
Landfill charges to reflect fiscal 2009 experience.....	-40
Decreased need for temporary labor to reflect staffing levels.....	-46
Other changes	8
Total	-\$183

Note: Numbers may not sum to total due to rounding.

Impact of Cost Containment

MFCA will participate in the fiscal 2011 furlough plan. Although details of the furlough plan are not available at this time, a similar reduction in salaries as fiscal 2010 is likely to occur in fiscal 2011. The fiscal 2011 furlough is not accounted for in MFCA’s proposed budget, and similar to the fiscal 2010 furlough plan, would be expected to be reflected in the fiscal 2011 actual expenditures.

Personnel

The major changes in the fiscal 2011 budget occur among personnel expenditures, a decrease of \$219,044. The largest reduction of \$69,894 in regular earnings, results from a vacant position that is not expected to be filled in fiscal 2011.

Consistent with the budgeting of other State agencies, no funds are provided in the fiscal 2011 allowance to support Other Post Employment Benefits (OPEB), resulting in a decrease of \$57,672. Other State agency budgets do not account for OPEB in fiscal 2010, and the budgeted funds in MFCA would be expected to be eliminated in the fiscal 2010 actual expenditures.

A decrease of \$18,000 in overtime aligns the budgeted expenditures with fiscal 2009 actual expenditures.

The fiscal 2010 and 2011 budgets of MFCA contain \$16,742 for the deferred compensation match. However, these funds would be expected to be reduced for the fiscal 2010 actual expenditures consistent with the budgeting of other State agencies.

Other Changes

As noted earlier, the fiscal 2010 budget does not reflect the costs associated with the installation of a new gate system in fiscal 2009; however, the fiscal 2011 budget does include these costs. This gate system is more sophisticated than the prior system, resulting in increases totaling \$19,600 in expenditures for maintenance, repair, and gate alarms for this new system. In addition, an increase of \$16,500 accounts for the purchase of access passes for the new system.

MFCA also intends to purchase equipment in fiscal 2011 to assist with maintenance work, an increase of \$26,700. MFCA expects that by purchasing this equipment, it will be able to reduce contractual service expenditures for maintenance in the future.

MFCA Financial Statement

Exhibit 4 presents the modified statement of operations for MFCA. This statement is presented on the accrual method of accounting. As shown in this statement, MFCA estimates net income of only \$4,162 in fiscal 2010 and \$9,675 in fiscal 2011. At those levels, the estimated net income for these years would be considerably lower than the fiscal 2009 actual net income of \$706,606, primarily as a result of increases in operating and capital expenses. As noted earlier, fiscal 2010 and 2011 expenses may be overstated due to the furlough plan and deferred compensation in both years and OPEB expenditures in fiscal 2010; however, even after accounting for these expenses, the net income is substantially less than in fiscal 2009. **MFCA should comment on the likelihood that, given the current estimates of net income in fiscal 2010 and 2011, the agency will actually experience a net loss. MFCA should also comment on the actions it would take in the event a net loss would be projected.**

MFCA has two types of rental income for each the Wholesale Produce and Seafood markets. The first is the rent for a unit that is occupied which appears in the budget for the administration of MFCA. The second type of rent is charge back, listed as Charge Back Tenant Expenses in Exhibit 4. Charge back plus entrance fees equal the operating expenses for each market. As a result, the numbers for these two revenue types vary between fiscal years based on the projected expenditures in the two markets. The figures presented for fiscal 2010 and 2011 are preliminary and would be expected to change with actual expenditures.

Fiscal 2010

Total operating revenue is expected to increase by \$386,023, or 8%, between fiscal 2009 and 2010. The most substantial increases in operating revenue in fiscal 2010 are as a result of charge back tenant expenses in the Wholesale Produce Market (\$334,308) and Wholesale Seafood Market (\$113,381). In addition, entrance fees increase by \$53,666. These combined increases are the result of anticipated increases in the expenditures of these two markets in fiscal 2010.

Exhibit 4
Modified Statement of Operations
Fiscal 2009-2011

	<u>Actual</u> <u>2009</u>	<u>Estimated</u> <u>2010</u>	<u>Estimated</u> <u>2011</u>	<u>%</u> <u>Change</u> <u>2009-2010</u>	<u>%</u> <u>Change</u> <u>2010-11</u>
Revenue					
Produce Market Rent	\$1,323,959	\$1,395,963	\$1,416,884	5.4%	1.5%
Seafood Market Rent	513,263	503,580	511,134	-1.9%	1.5%
Charge Back Tenant Taxes	30,527	31,904	31,904	4.5%	0.0%
SYSCO Rent	122,745	122,745	122,745	0.0%	0.0%
SeaCap	102,911	103,955	104,994	1.0%	1.0%
Truck Parking Lot Rent	95,444	98,304	101,248	3.0%	3.0%
Charge Back Tenant Expenses					
Produce Market	890,048	1,224,356	1,179,348	37.6%	-3.7%
Seafood Market	801,594	914,975	903,750	14.1%	-1.2%
Rental Income	\$3,880,491	\$4,395,782	\$4,372,007	13.3%	-0.5%
Entrance Fees	\$372,176	\$425,842	\$438,618	14.4%	3.0%
Miscellaneous	158,148	5,000	5,000	-96.8%	0.0%
Interest	404,786	375,000	250,000	-7.4%	-33.3%
Total Operating Revenue	\$4,815,601	\$5,201,624	\$5,065,625	8.0%	-2.6%
Expenses					
Operating Budget	\$3,187,714	\$4,033,144	\$3,844,222	26.5%	-4.7%
Taxes	224,604	230,000	235,570	2.4%	4.5%
Capital Facilities Maintenance and Depreciation	696,677	934,317	976,158	34.1%	2.4%
Debt Service (SunTrust)	-	-			
Total Expenses	\$4,108,995	\$5,197,461	\$5,055,950	26.5%	-2.7%
Change in Net Assets	\$706,606	\$4,162	\$9,675	-99.4%	132.5%

Notes: This statement is completed using the accrual basis of accounting. As a result, expenses may not equal what appears in the appendices. The capital budget is not included in the expenses reported in the appendices.

Source: Maryland Food Center Authority

The rent for the Wholesale Produce Market is expected to increase by \$72,004 as a result of vacant units in fiscal 2009 that are filled in fiscal 2010.

Miscellaneous income decreases by \$153,148 in fiscal 2010, primarily as a result of a line item for potential note receivable loss that was removed from MFCA's financial statements. When

Atlantic Realty developed the Columbia East Marketplace in the Maryland Food Center, an allowance was developed to account for the potential that the marketplace would not be built, fully leased, or not generate enough revenue needed to pay for the note receivable. The marketplace has since been built and is nearly fully leased. MFCA no longer needs to account for a potential loss associated with the note receivable.

Interest income is expected to decrease slightly due to a reduced cash balance associated with capital expenditures in fiscal 2010. These capital projects are generally not expected to begin until late in the fiscal year, limiting the impact in fiscal 2010.

Total expenses increase by approximately \$1.1 million, or 26.5%, between fiscal 2009 and 2010 associated with increases in the operating expenses, taxes, and the capital facilities maintenance and depreciation expenses.

Fiscal 2011

The total operating revenue is expected to decrease by \$135,999, or 2.6%, between fiscal 2010 and 2011. The majority of this decrease (\$125,000) is in interest income. The decline in interest income reflects the continued decline in cash balance associated with the large capital projects expected to be undertaken in fiscal 2010.

Rent from the Wholesale Produce and Wholesale Seafood markets are each expected to increase by 1.5% in fiscal 2011 to account for a 3.0% rent increase in effect for half of the year, a total increase of \$28,745. As in fiscal 2010, the rental income from the lease to SeaCap, a seafood distribution company, increases by 1.0%, and the rental income for the truck parking lot increases by 3.0%.

A decrease of \$43,457 results from charge back tenant expenses partially offset by entrance fees. This net decrease accounts for the slight decrease in the budgets for the two markets in fiscal 2011.

Total expenses decrease by \$141,512, or 2.7%, in fiscal 2011, driven by operating expenses that are partially offset by increases in taxes (\$5,570) and capital facilities maintenance and depreciation expenses (\$41,840).

Capital Improvements, Maintenance, and Development Projects

Exhibit 5 provides additional information on the capital facilities, maintenance, and depreciation line that appears in the modified statement of operations. While maintenance, landscaping, and consulting/engineering fees represent the full cost of these activities, the information contained in this exhibit for capital improvement projects represents the depreciation costs of these projects rather than the full project cost. The depreciation method capitalizes the cost of a project over a specific period of time instead of only in the year the project is completed. Discussion in this section describes the budgeted cost of the project to highlight the magnitude of new capital projects. As a result, the amounts discussed will not match what appears in Exhibit 5.

Exhibit 5
Capital Improvements, Maintenance, and Development Summary
Fiscal 2009-2011

	<u>2009 Actual</u>	<u>2010 Estimated</u>	<u>2011 Estimated</u>
Landscaping	\$17,140	\$18,000	\$20,000
Normal Maintenance	56,934	159,000	153,500
Asphalt Sealcoat			250
New Phone System	86	86	86
Security Cameras	559	1,559	1,559
Americans with Disabilities Act Accessibility			550
Henry L. Hein Parking Lot Asphalt Replacement		667	667
Electrical/Sprinkler Upgrade		30,000	30,000
Man Doors	87	87	87
Guardhouse		1,875	1,875
Major Asphalt Repairs		42,500	82,500
Trash Truck		12,500	12,500
Tilt Truck	1,725	1,725	1,725
Security Access System	110	110	110
Wireless Internet		5,000	10,000
Security Cameras	8,259	28,259	23,000
Guardhouse Roof Replacement		88	88
Interior Concrete Replacement		500	4,250
Maintenance Office	131	131	131
Nafco Freezer		18,750	18,750
Trench Drain			5,000
Interceptor		2,000	2,000
Major Dock Repairs		7,000	8,250
Central Fire Alarm		5,000	5,000
Consulting/Engineering Fees	12,164		
Cross Dock	62,331	62,331	62,331
Buildings	537,151	537,151	531,951
Total Expenditures	\$696,676	\$934,317	\$976,158

Notes: This statement is completed using the accrual basis of accounting. The capital budget is not included in the expenses reported in the appendices. With the exception of landscaping, normal maintenance, and consulting/engineering fees the figures included in this exhibit represent depreciation expenses rather than the full cost of a project.

Source: Maryland Food Center Authority

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In fiscal 2010, MFCA contracted with EMG Corporation to complete a facility assessment for each of its buildings. This assessment documented the condition of the buildings and recommended projects for the next 20 years. Some projects expected to be undertaken in fiscal 2010 and 2011 are mentioned in the facility assessment as recommended repairs. Examples of these projects include:

- a multi-year floor trench drain project with fiscal 2011 costs of \$200,000;
- the installation of a central fire alarm in fiscal 2010 at a cost of \$50,000;
- Americans with Disability Act accessibility project at MFCA's administration building with a fiscal 2011 cost of \$11,000; and
- an asphalt project at the administration building with a fiscal 2010 cost of \$10,000.

In fiscal 2010, MFCA expects to undertake several major capital improvements resulting in substantially larger fiscal 2010 full costs, approximately \$4.2 million, compared to fiscal 2009 projects with a total cost of \$332,656. The largest of the fiscal 2010 projects is for an electrical and sprinkler upgrade at a cost of \$1.2 million. These upgrades will occur in one of the two buildings in the Wholesale Produce Market. MFCA advises that the construction portion of this project is complete, but it is waiting for the electric service upgrade before the final inspections are completed.

A \$750,000 project in fiscal 2010 will allow MFCA to build a new 5,000-square foot freezer in the back of one unit (Nafco) as a result of significant flooring problems within the existing freezer. MFCA indicates that this project will begin after the financing has been finalized.

Several multi-year projects are expected to begin in fiscal 2010. MFCA anticipates completing major asphalt repairs in fiscal 2010 (\$850,000) and 2011 (\$800,000). The major asphalt repairs will occur at both markets, beginning with the Wholesale Seafood Market. As part of the asphalt repair project, MFCA will construct a 5,000-square foot concrete pad behind the Wholesale Seafood Market due to tenant need for freezer expansion. This project is expected to begin in spring 2010.

MFCA also plans to begin the replacement of half of the dock surface at the Wholesale Seafood Market with a fiscal 2010 cost of \$280,000 and fiscal 2011 cost of \$50,000. This project is expected to begin in spring 2010.

Recommended Actions

1. Nonbudgeted.

**Object/Fund Difference Report
Maryland Food Center Authority**

<u>Object/Fund</u>	<u>FY09 Actual</u>	<u>FY10 Amended Budget</u>	<u>FY11 Budget</u>	<u>FY10 - FY11 Amount Change</u>	<u>Percent Change</u>
Positions					
01 Regular	32.00	32.00	32.00	0	0%
Total Positions	32.00	32.00	32.00	0	0%
Objects					
01 Salaries and Wages	\$ 1,564,576	\$ 2,057,059	\$ 1,838,015	-\$ 219,044	-10.6%
02 Technical and Spec. Fees	51,289	65,909	60,610	-5,299	-8.0%
03 Communication	51,775	57,524	60,550	3,026	5.3%
04 Travel	58,247	104,775	107,225	2,450	2.3%
06 Fuel and Utilities	315,467	377,139	372,550	-4,589	-1.2%
07 Motor Vehicles	166,703	201,072	225,649	24,577	12.2%
08 Contractual Services	779,314	931,858	888,001	-43,857	-4.7%
09 Supplies and Materials	79,423	61,016	103,430	42,414	69.5%
10 Equipment – Replacement	12,574	20,570	22,750	2,180	10.6%
11 Equipment – Additional	289	32,170	41,750	9,580	29.8%
13 Fixed Charges	332,664	354,052	359,262	5,210	1.5%
Total Objects	\$ 3,412,321	\$ 4,263,144	\$ 4,079,792	-\$ 183,352	-4.3%
Funds					
07 Nonbudgeted Fund	\$ 3,412,321	\$ 4,263,144	\$ 4,079,792	-\$ 183,352	-4.3%
Total Funds	\$ 3,412,321	\$ 4,263,144	\$ 4,079,792	-\$ 183,352	-4.3%

**Fiscal Summary
Maryland Food Center Authority**

<u>Program/Unit</u>	<u>FY09 Actual</u>	<u>FY10 Amended Budget</u>	<u>FY11 Budget</u>	<u>Change</u>	<u>FY10 - FY11 % Change</u>
41 Administration	\$ 1,340,347	\$ 1,697,971	\$ 1,558,076	-\$ 139,895	-8.2%
42 Maryland Wholesale Produce Market	1,162,070	1,526,840	1,490,907	-35,933	-2.4%
47 Maryland Wholesale Seafood Market	909,904	1,038,333	1,030,809	-7,524	-0.7%
Total Expenditures	\$ 3,412,321	\$ 4,263,144	\$ 4,079,792	-\$ 183,352	-4.3%
Nonbudgeted Fund	\$ 3,412,321	\$ 4,263,144	\$ 4,079,792	-\$ 183,352	-4.3%
Total Appropriations	\$ 3,412,321	\$ 4,263,144	\$ 4,079,792	-\$ 183,352	-4.3%