

BOARD OF LIBRARY TRUSTEES FINANCE COMMITTEE MEETING APRIL 21, 2022 6:00 P.M.

CONFERENCE ROOM - SECOND FLOOR

AGENDA

Any person needing an accommodation for a disability in order to attend a meeting at the Library should contact the Administration Office by telephone at (630) 231-1552, by email at admin@wcpld.info or in writing, not less than five (5) working days prior to the meeting.

I. Call to Order Corrine Jakacki-Dattomo, Chairman II. Roll Call Corrine Jakacki-Dattomo, Chairman III. Approval of the Minutes A. February 22, 2022 ACTION IV. Recognition of the Public V. Public Comment -- Limited to 3 minutes VI. Agenda - Additions / Deletions **Unfinished Business** VII. VIII. New Business A. Draft Income Projection for FY 2022-2023 ACTION B. Draft Budget for FY 2022-2023 ACTION C. Recommendation to Transfer from Corporate Carryover to ACTION GASB 54 Fund D. Recommendation to Transfer from Corporate Carryover to ACTION Special Reserve IX. Recommendations X. Adjournment Corrine Jakacki-Dattomo, Chairman

Committee: Jakacki-Dattomo – Chair; Kelsey, Grotto; Ex-Officio: Conradt



BOARD OF LIBRARY TRUSTEES FINANCE COMMITTEE MEETING FEBRUARY 22, 2022 6:00 P.M. CONFERENCE ROOM

MINUTES

1)	Call	to	Order	r
	~~uii	~	O L G C	

- a) Chair Jakacki called the meeting to order at 6:00pm
- 2) Roll Call
 - a) Present Attendees: Scott Grotto, Diane Kelsey, Corrine Jakacki (Board Members) and Maureen Bajor and Ben Weseloh (staff)
- 3) Approval of the Minutes of November 15, 2021 Finance Meeting
 - a) Motion to approve: Grotto motioned, Kelsey seconded. Motion passes.
- 4) Recognition of the Public
 - a) None
- 5) Public Comment -- Limited to 3 minutes
 - a) None
- 6) Agenda Additions / Deletions:
 - a) None
- 7) Unfinished Business
 - a) None
- 8) New Business
 - a) Cost of Living Adjustment (COLA) recommendation for FY 2022/2023
 - i) Motion to approve recommendation of 1.5% COLA: Grotto motioned, Kelsey seconded. Motion passes.
 - b) Merit pool recommendation for FY2022/2023
 - i) Motion to approve recommendation of \$14,000 merit increase pool: Grotto motioned, Kesley seconded. Motion passes.
- 9) Recommendations
 - a) COLA of 1.5% for FY2022/2023
 - b) Merit increase pool of \$14,000 for FY2022/2023
- 10) Adjournment
 - a) Chair Jakacki adjourned at 6:25pm

DRAFT 4-19-2022

INCOME PROJECTION FY 2022/2023

Library Fund	FY 19-20 Anticipated	FY 19-20 Actual	FY 20-21 Anticipated	FY 20-21 Actual	FY 21-22 Anticipated	FY 21-22 Actual	FY 22-23 Anticipated	FY 22-23 Actual
Tax Levy-Corp Fund	\$2,115,484	\$2,110,830	\$2,155,659	\$2,150,565	\$2,246,970		\$2,390,727	
Personal Prop.Replac.Taxes	\$38,000	\$43,271	\$35,000	\$17,909	\$35,000		\$35,000	
Interest - Allocated	\$20,000	\$20,165	\$1,000	\$1,162	\$1,000		\$1,000	
Dividend Income		421						
Fines	\$10,000	\$6,975	\$7,000	\$3,198	\$3,000		\$3,000	
Copiers (Service Fee)	\$5,000	\$4,962	\$6,250	\$663	\$2,500		\$3,000	
Non-Resident (Service Fee)	\$1,800	\$823	\$2,400	\$899			500	
Lost & Paid Books	\$1,200	\$713	\$500	\$187			500	
Per Capita Grant	\$37,405		\$37,405	\$37,405	\$37,405		42,668	
Donations-Summer Reading Program	\$1,500	\$950	\$1,200					
Memorials and Donations				100			100	
Other Income (Misc.)	\$3,000	\$3,510	\$3,000	\$7,244	\$3,000		\$3,000	
Impact Fees - Developer Donations (Misc.)	200		200	45	100		100	
Library Fund	\$2,235,089	\$2,203,325	\$2,249,614	\$2,219,874	\$2,328,975		\$2,479,595	
Special Revenue Fund - IMRF	\$123,730	\$78,740	\$130,531	\$129,992	\$133,347		\$130,974	
TOTAL REVENUE	\$2,358,819	\$2,282,065	\$2,380,145	\$2,349,866	\$2,462,322		\$2,610,569	

ACCT#	ACCOUNT NAME	FY 20/21 Proposed	FY 21/22 Proposed	FY 22/23 Proposed	FY 21/22 COMMENTS draft 4-19-22
LIBRARY	FUND				
PERSON					
41100	Salaries	1,197,245	1,229,191	1,272,308	Based on 33 staff (ft18, pt15) Includes \$14,000 merit pool
41100	ER Health Savings	10,800	10,800	10,800	H.S.A 8 participants @ \$1,200, 1 extra
41110	Ins-Health & Dental, Life, EBC	167,000	178,500	196,350	18 Eligible employees (17 elected), 18 budgeted
41120	FICA	93,000	91,000	98,000	Medicare and OASDI (Social Security)
41130	Unemployment Compensation	2,000	3,000	3,000	
41140	Worker's Compensation	4,800	2,229	2,336	Hanover
		1,474,845	1,514,720	1,582,794	
ADMINE	STRATIVE EXPENSES:	f			
41310	Professional Development	14,000	14,600	13,260	Staff development (ALA, PLA, ILA, LACONI, Webinars, Reaching Forward)(\$7,060), Tuition reimbursement for LTA (\$1,200), Staff training (\$5,000)
41320	Travel	2,700	2,700	2,500	Hotel, mileage reimbursement for Circulation, Adult Services, Youth Services, Public Relations (\$2,500)
41330	Association Dues	5,800	5,800	5,383	Institutional and professional memberships (ILA, ALA, PLA, YALSA, ALSC, SHRM, HR Source, Chamber of Commerce, Rotary) for staff and WCPLD
41332	Payroll Processing	5,500	5,500	6,500	Web Pay, Web Time, W2 processing
41334	Office Supplies-General	6,000	4,870	100	YS (\$600), AS (\$300), PR (\$1850), Admin (\$500), General office supplies \$3345 (postage meter supplies \$330, misc. office supplies \$1365, printer/copier paper \$1650)
41336	Office Equipment	20,700	23,150	23,150	ISBS copier/fax usage/printer (\$1550 mo./\$18,600 yr), YS, HR Printers (1000/qtr= \$4000/annual), postage meter \$450/yr
41338	Postage	6,800	7,800	6,820	Board packets, inter-library loans, overdue notices, certified mail, homebound mail, bulk mail permit \$245
41342	Administrative Miscellaneous	1,800	1,800	2,100	Bank fees, background check fee=\$28 each, contingency, HR Direct - Poster Guard (\$95), Nayax copier fees \$225/annual, notary fees \$400, Costco \$240/annual, Amazon Capital \$180/annual
41344	Supplies-Food	3,240	3,000	3,000	Board retreat, in-services, hosting of meetings, Christmas dinner, other events (\$500 per event)
41346	Materials & Resource Recovery	1,600	1,600	1,600	Cost associated to recover material that is overdue through Unique Material Recovery Service.
41348	Circulation Services Supplies	4,500	4,500	4.300	This line is used to purchase Library Cards \$2100, Postcards \$400, Receipt Printer Paper \$100, Tote bags \$400, Plastic bags \$1500

		72,640	75,320	74,908	
ADMINI	STRATIVE TECHNOLOGY EXPENSE:				
41400	IT Equipment/Upgrades - Staff	1,929	34,190	35,611	The price of 2 10.9-inch iPad Air Wi-Fi 256GB - Space Gray with applecare @ \$879.75 each= total \$1,759.S0. The price of 9 wireless mice for managers and others with laptop computers \$90 each \$810 total. 6 nylon braded HDMI cords @ \$16 each \$96 total. 8 new staff computers for Circulation and Youth @ \$1,707 each + 4 hours setup time per computer @ \$184 per hour = \$19,544 total, 2 new staff laptops for Youth @ \$1,199 each + 4 hours setup time per computer @ \$184 per hour = \$3,870 total, 3 year HP care pack for laptops @ \$131 each = \$262 total, Apple MacBook Pro 16.2" Notebook for PR @ \$3,273 + 4 hours setup @ \$184 per hour = \$4,009 total, Kensington Docking staion @ \$381, HP ZBook Firefly G8 Mobile Workstation @ \$3,494 + 4 hours setup time @ \$184 per hour = \$4,230 total, HP Thunderbolt Dock @ \$552, 3 year HP care pack for Firefly @ \$98
41410	Software - Staff	27,102	5,748	32,807	Yearly cost of 4 licenses of Adobe Creative Cloud through Techsoup @ \$382.32 each total \$1,529.28. Access to Cricut image and font database @ \$107.87 Canva Pro @ \$140, Parallels desktop for Mac \$110.24, Curbside Communicator \$480 @ \$120 a quarter. Yearly cost of KnowBe4 security training \$900. Yearly cost of Microsoft Open Value Agreement \$170. Yearly cost of Microsoft Software Assurance Renewal \$100. Move Staff to Cloud (Azure hosting @ \$475 monthly/\$5,700 yearly, Licensing \$350, Cloud printing \$60 monthly/\$720 yearly, Azure services setup \$6,000, File Migration \$14,000, cloud printing setup \$2,500) = \$29,270 total
41415	Phone System	1,440	1,440	1,440	Morgan Birge \$120/mo.
41420	Technology Management	62,400	60,060	65,560	Sikich managed services cost \$58,212 total, StorageCraft Backup costs @ \$368 per month/\$4,416 total, Skykick Email Backup @ \$200 per month/\$2,400 total, Azure Active Directory @ \$6 per month/\$72 total, 5 hours travel time to set up new computers @ \$92 per hour = \$460 total
41425	Warranties/Extended Care	2,960	10,965		HP Tech Care Essential service for the HP DL380 Gen9 Server @ \$1750, HP Tech Care Basic serviece for the HP DL380 G7 Server @ \$800, Faronics DeepFreeze @ \$400, Mimecast Support Renewal @ \$6,170, Zoom Pro renewal 3@ \$150=\$450 total, Sonicwall Support @ \$2,200, Maintainance Renewal for the Indus Bookscanner @ \$3,250

	95,831	112,403	150,438	
IBRARY MATERIALS-BOOKS:				
42112 Reference-Electronic	44,695	44,820	48,374	Freegal \$ 6,103.00, EBSCO SWAN Database Package \$5,687.00 Library Aware \$983.00, Learning Express Library \$1,327.00 Pronunciator \$1,400.00 A to Z Databases 1,895.00-(year 1 of 3 pricing contract) A to Z World Maps \$250.00 — A to Z World Foods \$250.00- World Book Online \$2,078.00- Public Records / Check Illinois-\$2,591.00- Mosio Chat Reference \$576.00- Ancestry/ Heritage Quest- \$2,901.00 Overdrive/DLIL estimate \$6,600.00 (including Digital magazines) Eread Illinois estimate- 1,700.00 Lynda/Linked in Learning-7,000.00 Newsbank estimate- 1,600.00 GVRL Admin Fee est. \$100.00 YS Tumble Books and Math \$1,075.00 YS World Book Spanish \$397.00 YS World Book Early Learning \$793.00 Museum Adventure Pass \$275.00, North Star \$600 Beanstack \$899.00- (year 2 of 3 pricing contract), Comic Plus \$1294

					Dewey Area Budget Breakdown
					000s:\$700.00 (approx 20 books/ebooks)
					100s: \$800.00 (approx 30 books/ebboks)
					200s: \$600.00 (approx 41 books)
					300s: \$4,900.00(several subject areas in the 300s to order/approx 256 books/ebooks)
		1			400s: \$400.00 (approx 28 books/ebooks)
					500s:\$700.00 (approx 71 books/ebooks)
					600s: \$4,400.00 (several subject areas in the 600s to order approx 231 books/ebooks)
					700s: \$2,000.00 (approx 71 books)
42120	Books-Adult	47,000	48,000	48,000	800s: \$ 900.00 (approx 48 books /ebooks)
					900s: \$2,000.00 (approx 75 books/ebooks)
					Biographies:\$ 1,800.00 (approx 88 books/ebooks)
					Spanish Language: \$3,500.00 (approx 247 books/ebooks)
					Fiction: \$11,000.00 (approx 647 books)
					Favorite Authors Program:\$ 4,600.00
					Bestsellers: \$3,700.00 (approx 170 books)
					Large Pring Standing orders: \$3,000.00 (approx 144 books)
					Reference: \$3000.00 (approx 12-15 titles)
42122	Books-Literacy	370	370	370	New Readers and ESL materials (approx 15 books and News for you renewal)
					Print Materials (Fiction, Non-Fiction, & Graphic Novels) (Approximately 400
42130	Books-Young Adult	6,000	6,000	5,500	titles)\$3,500
					eBook/eAudiobooks (Approximately 150 eMaterials)\$2,000
42440	Davids Vessel		24.000		Approx 1,100 books at an average cost of \$18 each, 400 picture books, 300 Spanish titles, 400 chapter books (\$19,800) (individual book prices vary from \$5 to \$40) \$700 for books that belong in various kits, science, history, Spanish. \$1,500 for
42140	Books-Youth	24,000	24,000	23,500	book relacements. \$1,500 for prize books given out for Summer Reading, Winter Reading and Fall reading challenge, approx 500 books @\$3 through scholastic
					literacy partnership.
42170	RBP/ILL Book Replacement	1,000	1,000	1 000	Cost associated to pay other libraries for damaged and lost material borrowed trought interlibrary loan.
		123,065	124,190	126,744	

42210 Periodicals	14,000	13,000		Flipster Digital Magazines ext. \$2,000.00 EBSCO subscriptions for print magazines \$5,000.00 Newspaper subscriptions increases est \$2,000.00
	14,000	13,000	9,000	
IBRARY MATERIALS-AUDIO VISI	UAL:		A 2000 A 200 A 200 B	
42320 AV Materials-Adult	26,500	27,500	27,000	DVDs,(Movies, TV Series, NonFiction) \$7,000.00 (aaprox 215 DVDs) Audiobooks \$6,000.00 (approx 130 audiobooks) Popular CDs \$1,000.00 (approx 49 cds) eBooks (Overdrive Advantage Program/ Unbound Program in eRead \$12,000.00(approx 203 ebooks and eaudiobooks) Library Of Things Items \$ 1,000.00
42330 AV Materials-YA	3,000	3,000	2,000	Video Games \$1,000 Audiobooks\$1,000
42340 AV Materials-Youth	7,500	7,500	6,650	30 Video games for Nintendo, Playstation, and Xbox at an average of \$40 each (\$1,200). \$700 for 2 additional Ninento Switch systems(\$350 ea.) to circulate. 12 new and replacement DVDs @ \$20 each (\$2,500). Audiobooks and e-audiobooks, 45 @ \$50 each (\$2,250)
	37,000	38,000	35,650	

TECHNOLOGY SERVICES:				
42400 Library Consortium	33,377	33,583	34,935	SWAN
42405 Internet Services	6,360	12,915	19,900	Comcast Business \$475 per month/. 20x20 Fiber \$600/ mo=\$7,200 annual, BigLeaf 500x500 SD-Wan appliance \$500, Cost to setup the secondary connection \$6,500
42420 Software - Public	10,036	8,216	15,047	Evanced Spaces and Sign Up \$871.75, MyPC \$654.00, Papercut \$237.82, ePrintit \$395.00, 2 credit card payment tower @ \$1,598.00, and the yearly cost of the hotspots is \$4,800 @ \$120 per device, Autopilot PC Provisioning & EndPoint Manager Base Policy Configuration \$6,490
42445 IT Equipment/Upgrades - Public	31,325	19,466	26,663	XP-PEN Artist 15.6 Pro \$400, 24" replacement TV for the DVD converter @ \$300, Mobile Beacon 10 hotspots \$15.00 each through Techsoup \$150 total, 5 new public computers for Youth Services @ \$1,707 each + 4 hours estimated setup time per computer @ \$184 per hour = \$12,215 total, 2 new e-sports gaming computers @ \$5,646 each + 4 hours setup time per computer @ \$184 per hour = \$12,764 total, 2 gaming monitors @ \$417 each = \$834 total
,	81,098	74,180	96,545	
IBRARY MATERIAL MAINTENANCE				
42500 Processing—Technical Services	12,800	12,534	10,190	Processing (\$9,440), General Department Supplies (\$350), Archival collection supplies and digital archive development (\$400). Amounts based on previous expenses.
42510 Cataloguing Tool	0	266	300	WebDewey
42515 Digitization Projects	0	0	0	
	12,800	12,800	10,490	

ROGRA	MS:				
44120	Programs-Adult	6,400	6,400	10,000	Craft programs (Gettin'Crafty, Crafternoon, and senior outreach crafts): \$3,525.00 Presenters: \$3,300.00 Healthy West Chicago Cooking Classes \$2,000.00 Movie license AS portion \$175.00 Summer Reading: \$ 1,000.00
44130	Programs-Young Adult	5,500	5,500	6,000	Program Supplies \$2,500 Movie License \$175 Take & Make/To-Go Bag Supplies \$600 Promo Supplies \$600 Summer Reading \$1,000 Food\$600 Volunteer Kit Supplies\$525
44135	Programs-Summer Reading	5,900	5,900		Performers \$500, final prizes \$1,500, Program materials \$1,500, Small prizes \$900, Summer Reading kick off reserve funds \$500. \$1,000 for Adult and Young Adult summer reading.
44140	Programs-Youth	7,800	9,000	10,574	Movie License \$174. Work room supplies; markers, crayons, glue, construction paper, craft supplies: \$2,000. Early literacy kits, Spanish Kits and Maker Kits replacement parts. \$1,200. \$2,000 for larger Youth programs, these include the Trunk or Treat, Day of the Dead, and Winter Reading Program \$2,000 for ongoing programs throughout the year, movie days, storytimes, and STEAM programs. \$200 for 3d printer replacement filament. \$500 for Cricut replacement materials. \$2,000 for Youth library to go kits. \$500 to replace toddler table in the early literacy section.
44145	Events and Outreach	5,200	2,000	7,900	For supplies, materials and promotions for library events National Night Out: \$200.00 Library Card Signup Month: \$2,000.00 Trunk or Treat:\$ 1,000.00 Holiday Open House: \$2,000.00 Library Lover's Month: \$200.00 National Library Week: \$150.00 Bloomingfest: \$500.00 Summer Reading Kickoff: \$1,850.00
		30,800	28,800	40,374	

44210 Marketi	ing	5,701	7,366	7,246	Constant Contact \$798, BookPage \$348, Facebook Boosts \$100, Canva Images \$120, Adobe Creative Cloud @ 12x/y \$385, Royal Publishing \$495, Giveaways/Logo Materials \$2,500, Marketing Promotional Materials \$2,500
44215 Web 5it	te	550	5,050	5,130	Cost of hosting on GoDaddy @ \$179.88 per year. Cost of Wildcard SSL Certificate @ \$449.99 per year. Cost of website redesign work estimate \$4,500
44220 Promo I	Mats-Adult	1,500	1,000	2,100	To- go Bags: \$600.00 Promotional Materials: \$1,500.00
44240 Promo I	Mats-Youth	1,600	1,600	4 F00	4 Aimprint Library Logo Materials for Youth \$800, ALA promotional materials \$300,
44245 Progran	n Guide	15,600	15,600	15,800	12,450 pieces @ 4x/year \$12,000, Postage 4x/year \$3,800
44250 Surveys		384	384	400	Price is given by Surveymonkey in the upcoming charges records on the account.
		25,335	31,000	32,176	

CHUTTE	S & OPERATIONS:			المرديدة والمنافض بالمردية ويومان بالمديد	
45110	Janitorial Service	12,000	16,000		Annual carpet cleaning (\$2,700), Floor cleaning (\$2,700), janitor time off coverage (\$9,000) Buck Services is \$32.50.hr.
45112	Security Service	14,000	21,500	21,510	Security Monitor 20 hours/wk @ \$19.99/hr= \$20,790, 6 special events \$720
45115	Janitorial Supplies	6,000	6,000	5,500	Paper products \$2136, waste can liners \$1244, diaper can liners \$62, foam soap \$559, cleaning products and equipment \$672, batteries \$32, vacuum cleaner supplies \$70, hardware/tools \$75, Icemelt \$360, misc. \$300 (base on current usage
45116	Covid 19 Supplies	0	12,775	3,600	Hand sanitizer \$575, Masks \$1500, Santizing wipes \$475,
	Security Cameras	5,500	4,975	5,441	Annual surveillance camera service agreement thru 2/28/2024
	Snow Removal	32,000	36,000	26,000	Snow removal (less than 55 inches anticipated)
	Exterior Landscaping	8,235	8,050	7,050	Monthly landscape maintenance (8@\$475/mo.=\$3,800), Mulch (\$2,250), Bushes removal (\$1,000)
45140	Exterior R&M - Other	29,000	14,050	6,650	Paver Repairs (\$2,500), Window Washing (\$650) Sprinkler system repairs (\$500), misc. repairs (\$3,000)
45150	HVAC R&M	25,000	25,000	25,000	HVAC Service agreement (\$2,796/qtr=\$11,184), Gehrke water treatment (\$125/mo.=\$1,500), HVAC repairs unanticipated
45155	Gen'l Building Services	1,400	1,500	1,440	Orkin (\$960/annual.), Water Logic-Water Filitration (\$120/qtr.)
45160	Contract Inspection & Maint	14,000	14,000	13,046	ADS (\$1,120/annual), Allegiant Fire Detection-Fire Sprinklers (\$375/annual), Anderson Elevator (\$180/mo\$2,160 annual), American National Sprinkler (\$370/semi-annual), Assa Abloy (\$975/annual), Bibliotheca (\$2,075/annual), Cinta Fire-fire extinguishers (\$1,791/annual), IL State Fire Marshall Conveyance Certificate (\$150/annual), Elevator Category 1 Testing (\$650), Just Elevator (QEI) elevator inspection (\$170/annual), First Security Elevator Inspection \$150/annual, First Security (\$2,860/annual), SenSource door counter (\$200/annual),
45165	Interior R&M - Other	18,000	13,600	12,950	Display Case/Art Wall Supplies (PR \$300), Floor repair (\$3,000), misc. repairs \$9,650 (lighting, plumbing, ceiling repair, elevator),
		165,135	173,450	142,587	
TILITIE	Š				
45310	Utilities-Gas	7,200	7,200	7,325	2024
45320	Utilities-Electric	22,000	22,000		Satori-Direct Energy fixed price 10/2019 to 10/2022 (tax and delivery increase)
45330	Utilities-Telephone	11,000	12,000		Peerless (\$700/mo.), Sprint (average \$300/mo.)
	Utilities-Water	3,600	3,600		City of West Chicago (based on current usage)
45350	Utilities-Trash	1,600	1,100		Flood Bros. (\$650/annual , Xtreme)
		45,400	45,900	47,675	

PROFESS	SIONAL SERVICES		1		
45500	Insurance	17,708	16,823	16,934	Property , liability, umbrella package \$10,622 Directors & officers liability \$5,575 (current estimate), Crime policy (treasurer) \$737
45505	Audit	17,557	16,253	19,409	Audit \$15,949, \$600 GASB 87 Leases, OPEB \$2,860
45510	Legal	12,600	12,000		Attorney
45515	Professional Services	0	14,236	15,350	Roof testing \$4,350, Hydrogeologist \$5,000, Architechual design for Adult Services dept. \$6,000
45520	Accounting	19,000	21,000	19,500	Governmental Accounting - James Howard
		66,865	80,312	83,193	
IBRARY	BOARD EXPENSES				
45600	Conf & Training-Board	500	600	500	
45605	Prof Services-Secretarial	3,300	3,300	3,300	Efficiency reporting (\$275/mo)
45610	Legal Notices & Ads	1,000	1,000	1,000	Required publishing of legal documents
		4,800	4,900	4,800	
APITAL	EQUIPMENT EXPENSES			sammen en e	
46500	Capital Equipment & Building	o	0	0	
46510	Capital Projects - Interior	0	0	0	
	SUBTOTAL LIBRARY FUND	2,249,614	2,328,975	2,437,374	
GRANT	EXPENSES				
49600	Grant Expenditures		0	0	
	TOTAL LIBRARY EXPENDITURES			***************************************	
SPECIAL	REVENUE EXPENSES				
	IMRF	130,531	133,347	130,000	Levy \$130,974
SPECIAL	RESERVE EXPENSES				
	TOTAL LIBRARY & SPECIAL	2,380,145	2,462,322	2,567,374	