

PUBLIC HEARING ON COMMISSIONERS FY20 PROPOSED BUDGET

3855 Dartmouth College Highway

North Haverhill, NH 03774

May 20, 2019

PRESENT: See attached sheet

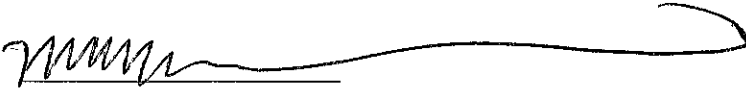
Commissioner Lauer called the meeting to order at 6:01pm.

Commissioner Lauer introduced the Commissioners and Department Heads. She then reviewed the attached PowerPoint.

Commissioner Lauer thanked all of the Department Heads for their hard work in preparing their budgets and noted that a lot of tough decisions were made throughout this process. She stated that they are doing their best to balance the needs of the county, the employees and the tax payers. She stated that the Executive Committee will now take over the budget and review it through the month of June. The Delegation will then vote on the final budget on June 24<sup>th</sup>.

6:47 PM with no further business the meeting adjourned.

Respectfully Submitted,

A handwritten signature in black ink, appearing to read 'Marcia Morris', with a long, sweeping flourish extending to the right.

Marcia Morris,  
Clerk



# Public Hearing - Proposed FY20 Budget

May 20th 2019

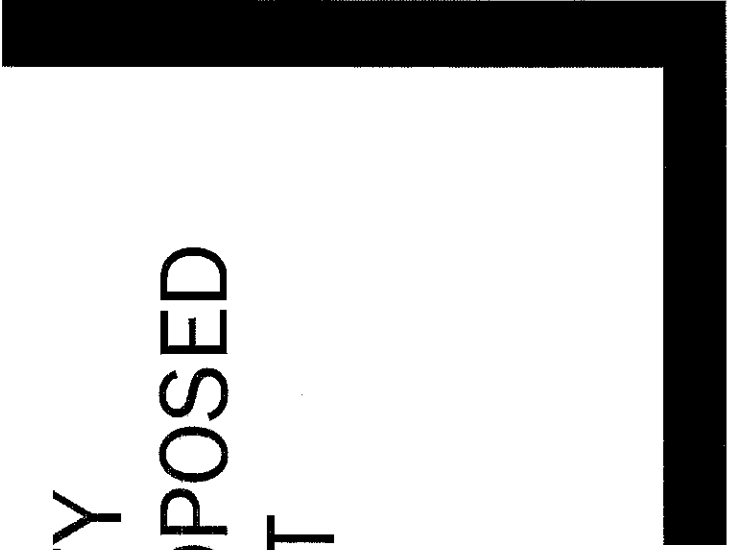
## Sign In Sheet ~ PLEASE PRINT

1	Karen Lot Hill	31	Sue Esen
2	Darlene Bolden LRCS	32	
3	Heather Bryant	33	
4	Frederic JAMES	34	
5	Glenn Fryer	35	
6	James Ingh	36	
7	G. Hennessey	37	
8	Richard Abel	38	
9	Kathleen Vasconcelos	39	
10	Chelle Libby	40	
11	Gene Odum	41	
12	Paul L. Rangel	42	
13	Kelley M. Graham	43	
14	Dale Lee	44	
15	Tom Anderson	45	
16	Naeg Jabon	46	
17	Marcie Homicke	47	
18	Tom Elliott	48	
19	JEFF STEGELER	49	
20	Renee DePalo	50	
21	Karen Claph	51	
22	USA Knappton	52	
23	Polly Campion	53	
24	Dorance G. Diggs	54	
25	Jerry M. Stringham	55	
26	Karen Fesler	56	
27	Dow Kimball	57	
28	Alex Nuti-de Assis	58	
29	Pick Laddal	59	
30	Pam Gilbert	60	



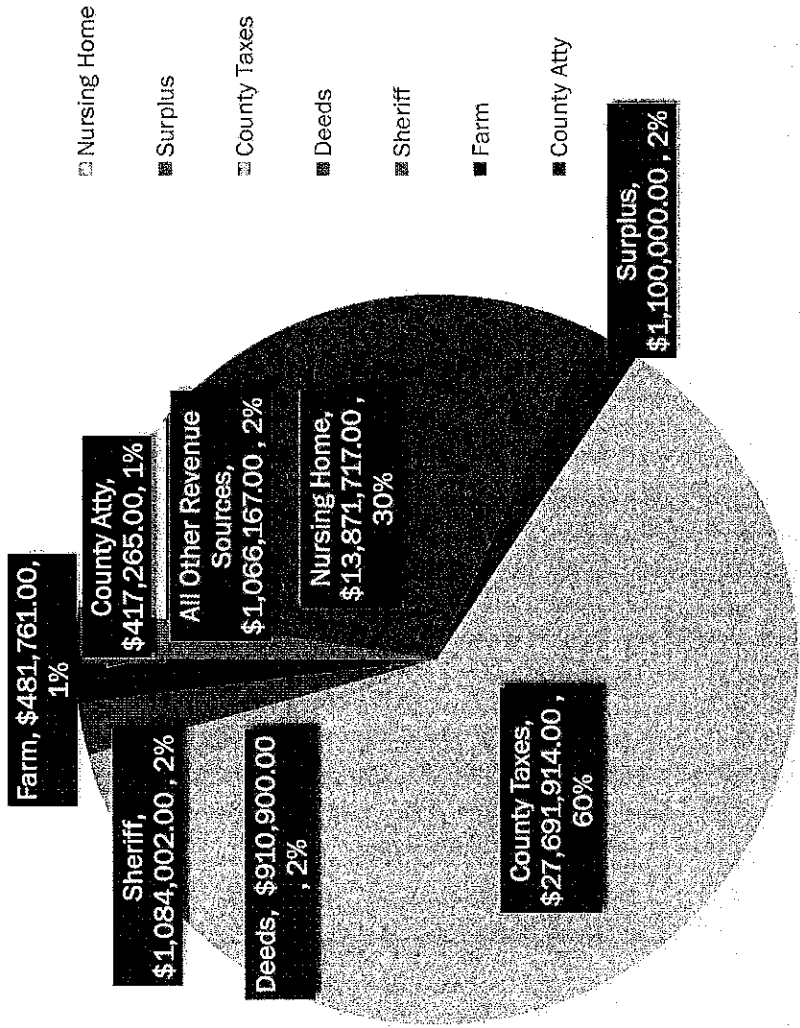
**GRAFTON COUNTY  
COMMISSIONERS' PROPOSED  
FY 2020 BUDGET**

Public Hearing May 20, 2019



GRAFTON COUNTY REVENUE COMPARISON				
	FY 19 v FY 20			
	2019	FY 2020	INCREASE/(DEC)	
DEPARTMENT	BUDGET	COMMITTEE PROPOSED	FY 19 v FY 20	
			Change	
			%	
Total Revenue Abandon Property	\$ 50,000.00	\$ 50,000.00	\$ -	0.00%
Total Revenue Federal/State	\$ 110,000.00	\$ 110,000.00	\$ -	0.00%
Total Revenue County Attorney	\$ 188,137.00	\$ 417,265.00	\$ 229,128.00	121.79%
Total Revenue Register of Deeds	\$ 921,000.00	\$ 910,900.00	\$ (10,100.00)	-1.10%
Total Revenue Sheriff's Dept	\$ 1,088,100.00	\$ 1,084,002.00	\$ (4,098.00)	-0.38%
Total Alternative Sentencing	\$ 145,000.00	\$ 37,000.00	\$ (108,000.00)	-74.48%
Total Revenue Dept of Corr	\$ 293,285.00	\$ 273,765.00	\$ (19,520.00)	-6.66%
Total Revenue Farm	\$ 522,761.00	\$ 481,761.00	\$ (41,000.00)	-7.84%
Total Revenue Extension Svc	\$ 5,000.00	\$ 5,000.00	\$ -	0.00%
Total Revenue Interest	\$ 60,300.00	\$ 120,300.00	\$ 60,000.00	99.50%
Total Revenue Rent	\$ 327,930.00	\$ 332,102.00	\$ 4,172.00	1.27%
Total Revenue Human Svc	\$ 85,000.00	\$ 100,000.00	\$ 15,000.00	17.65%
Total Revenue Div/Refunds/Misc	\$ 38,000.00	\$ 38,000.00	\$ -	0.00%
Total Revenue Nursing Home	\$ 13,333,492.00	\$ 13,871,717.00	\$ 538,225.00	4.04%
SubTotal	\$ 17,168,005.00	\$ 17,831,812.00	\$ 663,807.00	3.87%
Surplus Used to Reduce Taxes	\$ 1,050,000.00	\$ 1,100,000.00	\$ 50,000.00	4.76%
County Taxes	\$ 26,003,536.00	\$ 27,691,914.00	\$ 1,688,378.00	6.49%
****TOTAL ALL REVENUE****	\$ 44,221,541.00	\$ 46,623,726.00	\$ 2,402,185.00	5.43%

# REVENUE SOURCES



- Nursing Home
- Surplus
- County Taxes
- Deeds
- Sheriff
- Farm
- County Atty

# Revenue Highlights

- Overall there is a 3.87% increase in the County Revenue for Fiscal Year 2020.
- The County Attorney's Office shows an increase of \$229,128. This increase is attributable to an increase in the Victims of Crime Acts (VOCA) funding that the County receives as well as a new Federal Roving Rural Advocate grant that the County was awarded. It is a three (3) year grant. Both of these revenue sources are 100% offset with expenses.
- Interest Earnings is up \$60,000. There has been an increase in interest rates during the past couple of years and the County has borrowed less in Tax Anticipation Notes and therefore had more funds to invest leading to higher than projected earnings.
- The largest increase in revenue comes from the Nursing Home. Their revenue is increasing \$538,225. The increases in revenue are due to an increase in Private Pay rates, an increase in the amount of projected Medicare A revenue, an increase in the Medicaid ProShare funds and revenue for one (1) Veteran. Although the budgeted census is a reduction from 129 to 126 – the change in rates and payer sources results in increased revenue.

# Revenue Highlights

- There are also several departments that are anticipating decreases in their revenue projections for FY 2020.
- The Register of Deeds revenue has decreased \$10,100 due to unknown outcomes for On-line revenue from a Software System Conversion.
- The Alternative Sentencing Department's revenue will decrease \$108,000. This is due to unrealistic revenue projections that were brought forward during the FY 2019 budget process. The projections that are contained in the FY 2020 budget are much more realistic and obtainable.
- The Department of Corrections revenue will decrease slightly (\$19,520) due to the decision to not reapply for the Residential Substance Abuse Treatment grant due to some changes to the grant process. This also resulted in a corresponding decrease in expenditures, as well as the reflection of a lower inmate population.
- The Farm revenue is projected to decrease \$41,000. The profits from the farmstand were lower than anticipated in FY 2019 and that revenue has been decreased to reflect that in FY 2020. Also, there is a reduction in Miscellaneous Farm Revenue to reflect FY 2019 actual levels.

GRAFTON COUNTY BUDGET COMPARISON FY 19 v FY 20											
FUND 01	DEPARTMENT	2019		FY 2020		INCREASE/(DEC)		%			
		BUDGET	Dept Request	Dept Request	FY 19 v FY 20	FY 19 v FY 20	Change	FY 2019	Increase/(Dec)		
								Comm'r	FY 19 v FY 20	Change	%
4100	Commissioners Office	\$ 378,021.00	\$ 481,075.00	\$ 103,054.00	\$ 37,888.00	27.26%	\$ 415,909.00	37,888.00	10.02%		
4109	Treasurer	\$ 13,858.00	\$ 13,855.00	\$ (3.00)	(3.00)	-0.02%	\$ 13,855.00	(3.00)	-0.02%		
4110	County Attorney's Ofc	\$ 1,523,680.00	\$ 1,579,531.00	\$ 55,851.00	\$ 84,514.00	3.67%	\$ 1,608,194.00	84,514.00	5.55%		
4111	VAWA Grant	\$ 112,518.00	\$ 116,709.00	\$ 4,191.00	\$ 6,589.00	3.72%	\$ 119,107.00	6,589.00	5.86%		
4112	Victim/Witness	\$ 335,131.00	\$ 395,583.00	\$ 60,452.00	\$ 68,087.00	18.04%	\$ 403,218.00	68,087.00	20.32%		
4113	Roving Advocate	\$ -	\$ 155,128.00	\$ 155,128.00	\$ 155,425.00		\$ 155,425.00				
4116	Alternative Sentencing	\$ 582,930.00	\$ 660,071.00	\$ 77,141.00	\$ 26,257.00	13.23%	\$ 609,187.00	26,257.00	4.50%		
4120	Register of Deeds	\$ 535,942.00	\$ 554,969.00	\$ 19,027.00	\$ 26,892.00	3.55%	\$ 562,834.00	26,892.00	5.02%		
4130	Human Resource Dept	\$ 91,852.00	\$ 103,553.00	\$ 11,701.00	\$ 13,668.00	12.74%	\$ 105,520.00	13,668.00	14.88%		
4135	Information Technology	\$ 425,823.00	\$ 531,017.00	\$ 105,194.00	\$ 112,370.00	24.70%	\$ 538,193.00	112,370.00	26.39%		
4140	Sheriff's Dept	\$ 1,608,079.00	\$ 1,732,012.00	\$ 123,933.00	\$ 144,343.00	7.71%	\$ 1,752,422.00	144,343.00	8.98%		
4145	Dispatch	\$ 1,224,895.00	\$ 1,267,948.00	\$ 43,053.00	\$ 66,129.00	3.51%	\$ 1,291,024.00	66,129.00	5.40%		
4150	Medical Referee	\$ 45,000.00	\$ 45,000.00	\$ -	\$ -	0.00%	\$ 45,000.00	-	0.00%		
4165	Maintenance	\$ 2,246,298.00	\$ 2,343,642.00	\$ 97,344.00	\$ 92,449.00	4.33%	\$ 2,338,747.00	92,449.00	4.12%		
4190	Human Service	\$ 7,088,532.00	\$ 7,125,387.00	\$ 36,855.00	\$ 36,855.00	0.52%	\$ 7,125,387.00	36,855.00	0.52%		
4191	GCEDC	\$ 45,000.00	\$ 45,000.00	\$ -	\$ -	0.00%	\$ 45,000.00	-	0.00%		

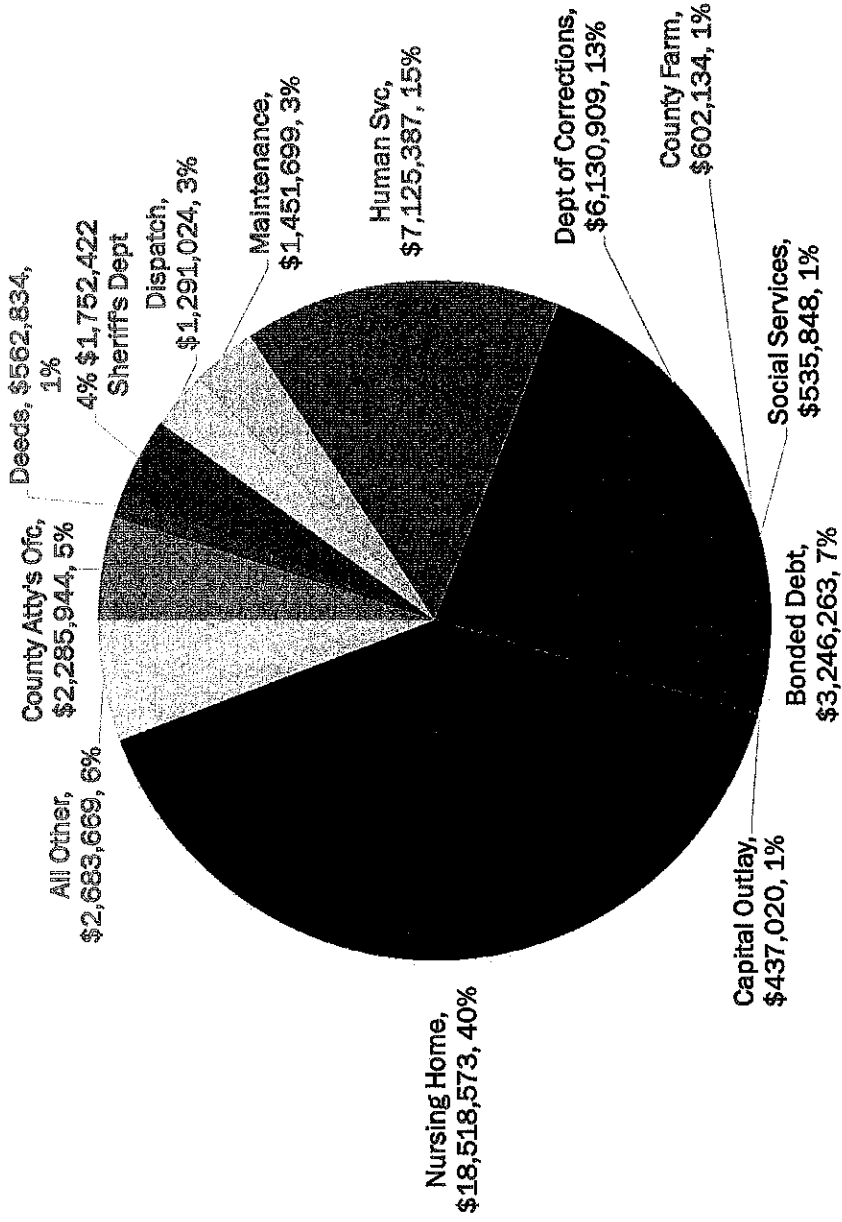


GRAFTON COUNTY BUDGET COMPARISON FY 19 v FY 20									
FUND 01	DEPARTMENT	2019 BUDGET	FY 2020 Dept Request	INCREASE/(DEC) FY 19 v FY 20	% Change	FY 2019 Commit	Increase/(Dec) FY 19 v FY 20	% Change	
6100	Dept of Corrections	\$ 5,392,697.00	\$ 5,344,520.00	\$ (48,177.00)	-0.89%	\$ 5,448,423.00	55,726.00	1.03%	
6115	Community Corrections	\$ 513,444.00	\$ 499,842.00	\$ (13,602.00)	-2.65%	\$ 509,953.00	(3,491.00)	-0.68%	
6125	Governor's Commission	\$ 102,701.00	\$ 106,529.00	\$ 3,828.00	3.73%	\$ 108,828.00	6,127.00	5.97%	
6130	Nightwatchmen	\$ 61,817.00	\$ 62,196.00	\$ 379.00	0.61%	\$ 63,705.00	1,888.00	3.05%	
6135	RSAT	\$ 11,520.00	\$ -	\$ (11,520.00)	-100.00%	\$ -	(11,520.00)	-100.00%	
7100	County Farm	\$ 579,629.00	\$ 597,382.00	\$ 17,753.00	3.06%	\$ 602,134.00	22,505.00	3.88%	
8360	Extension Service	\$ 322,539.00	\$ 330,588.00	\$ 8,049.00	2.50%	\$ 333,425.00	10,886.00	3.38%	
8600	Social Service	\$ 526,923.00	\$ 592,498.00	\$ 65,575.00	12.44%	\$ 535,848.00	8,925.00	1.69%	
8650	Conservation Dist	\$ 83,897.00	\$ 87,571.00	\$ 3,674.00	4.38%	\$ 89,105.00	5,208.00	6.21%	
8655	North Country	\$ 1,467.00	\$ 1,122.00	\$ (345.00)	-23.52%	\$ 1,122.00	(345.00)	-23.52%	
8670	Wage & Benefit Adj	\$ 226,362.00	\$ 259,363.00	\$ 33,001.00	14.58%	\$ 257,353.00	30,991.00	13.69%	
9100	Tax Anticipation	\$ 20,000.00	\$ 30,000.00	\$ 10,000.00	50.00%	\$ 30,000.00	10,000.00	50.00%	
9120	Bonded Debt	\$ 2,777,994.00	\$ 2,621,222.00	\$ (156,772.00)	-5.64%	\$ 2,621,222.00	(156,772.00)	-5.64%	
9200	Capital Outlay	\$ 310,129.00	\$ 629,270.00	\$ 319,141.00	102.91%	\$ 437,020.00	126,891.00	40.92%	
9210	Contingency	\$ 26,500.00	\$ 27,500.00	\$ 1,000.00	3.77%	\$ 27,500.00	1,000.00	3.77%	
9270	Unallocated Insurance	\$ 10,000.00	\$ 15,000.00	\$ 5,000.00	50.00%	\$ 12,500.00	2,500.00	25.00%	
9370	Delegation Exp	\$ 10,000.00	\$ 10,000.00	\$ -	0.00%	\$ 10,000.00	-	0.00%	
<b>TOTAL FUND 01</b>		\$ 10,977,619.00	\$ 11,214,603.00	\$ 236,984.00	2.16%	\$ 11,088,138.00	110,519.00	1.01%	
4165	Maintenance (Allocated)	\$ (849,947.00)	\$ (881,592.00)	\$ (31,645.00)	-3.72%	\$ (887,048.00)	(37,101.00)	-4.18%	
		\$ 10,127,672.00	\$ 10,333,011.00	\$ 205,339.00	2.03%	\$ 10,201,090.00	73,418.00	0.72%	

**GRAFTON COUNTY BUDGET COMPARISON FY 19 v FY 20**

DEPARTMENT	2019		FY 2020 Dept Request	INCREASE/(DEC)		FY 2019 Commt'r	Increase/(Dec) FY 18 v FY 19	%	%
	BUDGET			FY 19 v FY 20	Change				
<b>FUND 02 - NURSING HOME</b>									
5100 N. Home Admin	\$ 2,306,472.00	\$ 2,464,055.00	\$ 157,583.00	6.83%	\$ 2,482,939.00	176,467.00	7.65%		
5130 Dietary	\$ 1,787,245.00	\$ 1,859,978.00	\$ 72,733.00	4.07%	\$ 1,838,779.00	51,534.00	2.88%		
5140 Nursing Svc	\$ 9,013,513.00	\$ 9,841,626.00	\$ 828,113.00	9.19%	\$ 9,867,694.00	854,181.00	9.48%		
5141 Physical Therapy	\$ 327,342.00	\$ 350,010.00	\$ 22,668.00	6.92%	\$ 343,014.00	15,672.00	4.79%		
5142 Health Information Mgmt	\$ 278,172.00	\$ 283,091.00	\$ 4,919.00	1.77%	\$ 288,572.00	10,400.00	3.74%		
5145 Therapeutic Recreation	\$ 582,447.00	\$ 602,208.00	\$ 19,761.00	3.39%	\$ 609,871.00	27,424.00	4.71%		
5150 Plant Operation	\$ 857,947.00	\$ 891,967.00	\$ 34,020.00	3.97%	\$ 895,048.00	37,101.00	4.32%		
5160 Laundry	\$ 320,499.00	\$ 328,823.00	\$ 8,324.00	2.60%	\$ 331,599.00	11,100.00	3.46%		
5170 Housekeeping	\$ 635,143.00	\$ 651,212.00	\$ 16,069.00	2.53%	\$ 657,995.00	22,852.00	3.60%		
5180 Pharmacy & Physician	\$ 95,000.00	\$ 142,000.00	\$ 47,000.00	49.47%	\$ 142,000.00	47,000.00	49.47%		
5185 Contracted Svc	\$ 656,267.00	\$ 798,927.00	\$ 142,660.00	21.74%	\$ 789,627.00	133,360.00	20.32%		
5190 Social Service	\$ 258,646.00	\$ 266,475.00	\$ 7,829.00	3.03%	\$ 271,435.00	12,789.00	4.94%		
5192 Capital Outlay	\$ -	\$ -	\$ -	0.00%	\$ -	-	0.00%		
5195 Bonded Debt	\$ 647,607.00	\$ 625,041.00	\$ (22,566.00)	-3.48%	\$ 625,041.00	(22,566.00)	-3.48%		
<b>TOTAL FUND 02 - NURSING HOME</b>	\$ 17,766,300.00	\$ 19,105,413.00	\$ 1,339,113.00	7.54%	\$ 19,143,614.00	1,377,314.00	7.75%		
9500 Transfers to Capital Reserve	\$ 70,000.00	\$ 200,000.00	\$ 130,000.00		\$ 150,000.00	\$ 80,000.00			
<b>GRAND TOTALS ALL</b>	\$ 44,221,531.00	\$ 46,788,904.00	\$ 2,567,373.00	5.81%	\$ 46,623,726.00	\$ 2,402,195.00	5.43%		

# EXPENSE BREAKDOWN



# Expenditure Highlights

There are several new positions and increases in hours for existing positions within the FY 2020 Budget:

Department	Position	Salary	Longevity	SS/Medicare	Health Ins	Retirement	Life Ins	Total Cost
Commissioners Ofc	PT 20 hr/week PR/HR Combined	\$ 24,450.00		\$ 1,870.43	\$ 11,326.00	\$ 2,731.07	\$ -	\$ 40,377.49
Human Resources	PT 20 hr/week PR/HR Combined	\$ 24,450.00		\$ 1,870.43	\$ 11,326.00	\$ 2,731.07	\$ -	\$ 40,377.49
Human Services	FT Director (Retirement)	\$ (80,712.00)	\$ (2,700.00)	\$ (6,384.00)	\$ (13,979.00)	\$ (9,498.00)	\$ (16.00)	\$ (113,289.00)
Attorney's Office	PT File Clerk increase (5 hours)	\$ 4,001.00		\$ 306.08	\$ -	\$ -	\$ -	\$ 4,307.08
IT	FT Help Desk Support	\$ 42,122.00		\$ 3,222.33	\$ 20,438.00	\$ 4,705.03		\$ 70,487.36
Sheriff's Dept	PT Deputy (29.50 Hours)	\$ 42,032.00		\$ 609.46	\$ -	\$ -	\$ -	\$ 42,641.46 *
Farm	PT Milker	\$ 15,225.00		\$ 1,164.71	\$ -	\$ -	\$ -	\$ 16,389.71
Nursing Home	FT Unit Manager	\$ 65,645.00		\$ 5,021.84	\$ 22,651.01	\$ 7,332.55	\$ -	\$ 100,650.40
Nursing Home	FT Unit Manager	\$ 65,645.00		\$ 5,021.84	\$ 7,569.41	\$ 7,332.55	\$ -	\$ 85,568.80
		\$ 202,858.00		\$ 12,703.12	\$ 59,331.42	\$ 15,334.25		\$ 287,510.79

\* This is an existing practice it is currently being paid out of the Special Deputy salary line.

# Expenditure Highlights

- There is a 2.5% cost-of-living adjustment included for all employees.
- The budget includes step increases. All employees are eligible for a step increase at their anniversary date depending on the outcome of their annual evaluation, except for those employees who are already at the maximum step.
- Health Insurance costs rose 8.3% increasing the budget \$239,860
- Payments to the NH Retirement System will increase by \$82,795
- There is a Licensed Nursing Assistant Tier program included with the LNA salary line. This will offer advancement opportunities for LNA's and will hopefully allow the County to recruit and retain valuable staff
- Total Salary and Benefit increases are \$1,746,589

# Expenditure Highlights

- The Attorney's Office applied for and received a Rural Roving Advocate grant – there are \$155,128 budgeted in expenses within the FY 2020 budget. These expenses are 100% grant funded. There is a matching revenue budget.
- There is an increase in the Capital Expenditures due to the fact that many of our projects have been deferred for several years. Included for Capital Expenditures are:
  - *Maintenance (\$171,120)*
    - Asphalt Paving -\$142,500
    - Building Automation System (Admin Bldg & Nursing Home) - \$18,620 \*
    - Asphalt Repairs (areas not being paved) - \$10,000

\* There is additional funding in the Nursing Home Capital Reserve and IT Budget for this project. Total Project Cost is \$74,400

# Expenditure Highlights

- Capital Expenditures (Continued)
  - *Information Technology (\$71,900)*
    - Scale Hyperconverged Server Cluster - \$18,225\*
    - Windows Server 2019 Licenses - \$15,200
    - Domain Controller Servers (2) - \$8,500
    - Replace Email Server - \$6,500
    - Replace PC's and Laptops - \$13,300
    - 37 MS Office 2019 Standard Licenses - 10,175

\*Year 1 of a 3 year finance

# Expenditure Highlights

- Capital Expenditures (Continued)
  - *County Attorney's Office*
    - Potential Space Renovations - \$4,000
  - *Department of Corrections*
    - Ford Explorer and Radio - \$41,000
  - *Sheriff's Department (\$149,000)*
    - 3 Cruisers - \$120,000 (increase in cruiser prices for 2020 models)
    - Cruiser Safety Equipment - \$15,000
    - Plate Carriers - \$14,000



# Expenditure/Capital Reserve Highlights

- Capital Reserve Contributions/Expenses
- The County has two (2) Capital Reserve Funds established: (1) Dispatch which is funded through a portion of its revenue generated; (2) Nursing Home which is funded through a portion of the Medicaid ProShare Payment.
  - Dispatch Capital Reserve – Historically 10% of Dispatch Revenue has been contributed. In FY 2018 and 2019 this was decreased ~ In FY 2020 the Commissioners have proposed funding \$100,000 which is approximately 15% of Dispatch Revenue. This is an increase of \$70,000 over FY 2019 funding. This is being done in order to accommodate the need for several large expenditures schedule to be paid out of the Capital Reserve fund.
  - Requested Expenses are as follows: These expenditures will come directly from the dedicated account and do not have an impact on the County budget. Total Expenditures requested \$206,800
    - Mobile Data Terminal Replacements - \$24,000
    - IT Costs - \$3,500
    - Dispatch Chair Replacement - \$1,300
    - Communications Infrastructure - \$68,000
    - Mobile Communications Unit Truck - \$80,000
    - Mobile Communications Unit Trailer Technology - \$5,000
    - Dispatch Audio Recorder - \$25,000

# Expenditure/Capital Reserve Highlights

- Capital Reserve Contributions/Expenses (Continued)
  - The Nursing Home Capital Reserve funding is taken from Medicaid ProShare funds. In FY 2020 the Commissioners are proposing to contribute \$50,000 which is an increase of \$10,000 from FY 2019 funding.
  - Requested Expenses are as follows: These expenditures will come directly from the dedicated account and do not have an impact on the County budget. Total Expenditures requested - \$194,322
    - Mini Autoscrubbers - \$5,040
    - Tornado Battery Glazer 17" Burnishers - \$4,660
    - Desk & Office Chairs - \$1,668
    - Over the bed Tables - \$1,992
    - Dining Room Tables - \$12,474.13
    - Transport Bus - \$60,000
    - Secure Care Bracelets - \$850
    - Bariatric Shower Chair - \$824
    - Electric Low Beds Bariatric - \$5,968
    - Alternating Air Mattresses - \$16,327

# Expenditure/Capital Reserve Highlights

## Capital Reserve Contributions/Expenses (Continued)

### Nursing Home Capital Reserve Expenses (Continued)

- Bariatric Mattresses - \$1,673
- Roho Cushions - \$4,340
- Tilt Shower Chair - \$620
- Slings- \$2,455
- Digital Wheelchair Scale - \$2,645
- Dragon Software - \$2,450
- Building Automation System - \$53,280
- 7 Windows 10 Laptops - \$9,100
- 3 Chromebook Laptops - \$1,275
- Wireless Access Points - \$1,600
- 4 Reels Cat5e Cable 1000' - \$1,000
- Windows 10 Device Cals - \$4,080

# Register of Deeds Surcharge Expenses

- **478:17-j Register of Deeds Equipment Account.**

- The register of deeds equipment account shall be a separate, nonlapsing account, and the moneys in the account shall not be available for use as general revenue of the county. The moneys in the account shall be appropriated only for the use of the office of the register of deeds, and any such appropriation shall require prior approval by a majority vote of both the county commissioners and the county convention. Moneys in the account may only be used for the purchase, rental, or repair of equipment.
- Register Monahan has requested the following expenditures from the Equipment Account in FY 2020. These expenditures will come directly from the dedicated account and do not have an impact on the County budget. Total Requested - \$20,071
  - Canon Plan Printer Service Contract - \$500
  - Sharp Copier Service Contract - \$750
  - Charter Internet - \$8,100
  - NBM Maintenance on new KIP Plotter - \$3,000
  - Wells Fargo Copier Lease - \$1,677
  - Pitney Bowes Postage Meter - \$1,044
  - Misc Equip Replacement - \$5,000

**THANK YOU FOR  
ATTENDING!**