



## Financial & Operational Trends – December, 2025

### Net gain in construction value from Building Permit Reports:

	Current year:	One year ago:	Two years ago:
April 1 – November 30	\$79,071,467	\$45,767,396	\$52,126,070

### Fire & Rescue Call Data:

Month	November 2025	2024	2023	2022
Total number of incidents	409	339	363	371
Percent fire calls	27	22%	20%	21%
Percent calls downtown area*	72%	62%		56%
Busiest time period by hour	8AM, 9AM, 1PM	11AM, 12PM, 1PM	10AM, 1PM	11AM, 6PM, 6PM
Percent of all calls 11pm to 7am	20%	19%	20%	21%
Number of critical care patients	24	20	18	21
Number multiple/back-to-back calls	182	143	89	84
Percent of multiple calls EMS	76%	84%	80%	83%
% of emergency responses within 6 min. response time (year-to-date)	83%	82%	78%	79%
Dates with more than 20 incidents	11/8(23), 11/12(22), 11/15(21), 11/20(20)	0	11/17 (24)	11/20 (20)
# of times working 3 or more calls	24	12	8	10
Total incidents year to date	4,336	3,963	4194	4498

\*Downtown area covers N.Main St. to Elm St. to Union to Mechanic, and to the By-Pass

\*\*Does not include multiple calls related to gas leaks

### MIH Community Paramedic Data:

Month	July	Aug.	Se pt.	Oct.	Nov.	Dec.	Jan.	Feb.	March	April	May	June	Totals
Month	64	30	55	43	26								218
Patient Contacts	14	2	12	5	3								36
New Patients	32	5	11	30	13								91
Estimated reduced transports	10	3	11	8	3								35
Transports requested by Community Paramedic	1	0	3	1	0								5

### General Assistance Data

Vouchers	July	August	Sept.	October	Nov.	Dec.	Jan.	Feb.	March	April	May	June
Shelter	12	12	2	14	13							
Rent	9	3	8	12	15							
Utilities	2	0	0	0	0							
Burial	0	0	0	0	0							
Transportation	0	8	0	7	0							
Other	1	0	0	0	0							
<b>TOTAL</b>	<b>24</b>	<b>23</b>	<b>10</b>	<b>33</b>	<b>28</b>							
Expense	\$17,927	\$15,975	\$8,096	\$ 22,928	\$23,110							
Exp./Voucher	\$747	\$695	\$810	\$695	\$825							

### Voucher Expense Summary

	2026YTD	2025	2024	2023	2022	2021	2020
Gross Relief	\$88,037	\$224,564	\$141,944	\$64,392	\$40,139	\$24,061	\$33,378
Reimb./Liens/Refunds	-\$4,141	-\$5,863	-\$2,062	-\$21,731	-\$42,815	-\$1,802	\$6,190
Net Assistance Cost	\$83,896	\$218,701	\$139,882	\$42,661	-\$2,676	\$22,259	\$39,568

## Laconia Police Department – Monthly Activity Highlights:

ACTIVITY	(November) THIS MONTH	CORRESPONDING MONTH LAST YEAR	TOTAL THIS YEAR TO DATE	TOTAL LAST YEAR TO DATE	TOTAL 2024	10 YEAR AVERAGE	% (+/-)
Calls for service (total)	2,375	2,323	28,517	23,281	25,485	23,187	9.91%
- Park, Walk, Talk	182	162	2,112	1,349	1484	N/A	N/A
- Extra Patrol	626	651	5,977	4,613	5,136	2,020	154.32%
- Community Policing	15	7	134	122	135	164	-17.88%
Criminal offenses investigated	279	288	4,003	3,509	3,737	3,732	0.14%
Criminal off. cleared by arrest	178	166	2,384	2,141	2,296	2,266	1.33%
Total # of physical arrests	86	95	1,268	1,129	1,202	1,334	-9.90%
M/V – Stops	1,526	1,598	17,893	13,052	14,552	6,481	124.52%
M/V – Summonses	18	26	535	412	431	382	12.77%
M/V – Written warnings	319	299	5,947	3,916	4,372	4,864	-10.12%
Accidents – Fatal	0	0	3	1	1	2	-38.89%
Accidents – Total	27	30	494	406	451	561	-19.63%
Accidents w/injury	2	3	94	89	94	128	-26.56%
Parking tags issued	134	136	933	1,378	1,565	1,504	4.07%
DWI	8	0	61	32	38	64	-40.71%
Intoxication	19	11	260	209	224	333	-32.64%

November 2025: TYPE OF INCIDENT	# OF CALLS
Domestic disturbance	16
All other disturbances	47
Suicidal subjects	6
Attempted suicide	0
Suicide	0
Violation of restraining order	7
Barricaded subject	0

	# VOLUNTEER HRS
Volunteer Hours (LPD)	0
Volunteer Hours (VSU)	8
Victims Served	0

## Property Tax Collection:

	July Warrant Amt.	Dec. Warrant Amt.	Collected thru		Percentage Collected
2016	\$ 20,785,170	\$ 21,260,229	\$ 20,621,475	11/30/2016	49.05%
2017	\$ 21,075,701	\$ 21,895,151	\$ 20,902,241	11/30/2017	48.64%
2018	\$ 21,442,154	\$ 23,765,321	\$ 20,983,386	11/30/2018	46.42%
2019	\$ 22,563,270	\$ 23,935,265	\$ 26,526,330	11/30/2019	57.05%
2020	\$ 23,203,364	\$ 23,612,210	\$ 23,512,286	11/30/2020	50.22%
2021	\$ 23,395,524	\$ 24,960,538	\$ 25,638,552	11/30/2021	53.02%
2022	\$ 24,369,326	\$ 26,785,934	\$ 24,826,967	11/30/2022	48.53%
2023	\$ 25,820,772	\$ 29,177,322	\$ 26,704,916	11/30/2023	48.56%
2024	\$ 27,640,341	\$ 32,129,326	\$ 27,008,610	11/30/2024	45.19%
2025	\$ 29,975,925		\$ 29,312,373	11/30/2025	97.79%

## OVERTIME BY DEPARTMENT FY26

As of : 11/30/2025

	Budget	July	August	September	October	November	December	January	February	March	April	May	June	YTD Total	% Used	PRIOR YR YTD EXP	PRIOR YR TOTAL EXP
01-401-105-0000	<b>ADMINISTRATION</b>	<b>2,000</b>	58	443	354	2,436	30	-	-	-	-	-	-	3,321.26	166.06%	879	
01-403-105-0000	<b>FINANCE</b>	<b>1,000</b>	418	47	95	69	122	-	-	-	-	-	-	751	75.09%	688	1,293
01-404-105-0000	<b>LICENSE</b>	<b>100</b>	-	-	-	-	-	-	-	-	-	-	-	-	0.00%	-	122
01-405-105-0000	<b>PLANNING</b>	<b>6,000</b>	181	550	259	1,029	734	-	-	-	-	-	-	2,752	45.87%	1,100	2,627
01-407-105-0000	<b>CODE</b>	<b>800</b>	117	19	-	-	30	-	-	-	-	-	-	166	20.75%	27	118
01-411-105-0000	<b>ASSESSING</b>	<b>-</b>	-	-	-	-	-	-	-	-	-	-	-	-	0.00%	74	111
01-415-105-0000	<b>CITY CLERK</b>	<b>3,000</b>	51	63	851	65	1,105	-	-	-	-	-	-	2,135	71.17%	2,998	3,747
	<b>POLICE</b>																
01-437-101-0050	Misc. Overtime	<b>170,000</b>	1,913	2,255	5,169	1,222	3,950	-	-	-	-	-	-	14,509		12,617	27,018
01-437-101-0051	Holiday OT	<b>-</b>	11,511	-	9,635	9,661	9,816	-	-	-	-	-	-	40,623		32,817	87,048
01-437-101-0052	Incident OT	<b>-</b>	826	7,879	463	2,374	793	-	-	-	-	-	-	12,335		7,986	13,855
01-437-101-0053	Court OT	<b>-</b>	2,338	3,702	2,454	3,589	1,948	-	-	-	-	-	-	14,030		11,577	29,648
01-437-101-0054	Shift Coverage OT	<b>-</b>	5,937	9,913	4,924	6,386	7,242	-	-	-	-	-	-	34,402		43,441	81,769
	<b>TOTAL</b>	<b>170,000</b>	<b>22,525</b>	<b>23,748</b>	<b>22,645</b>	<b>23,231</b>	<b>23,749</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>115,898</b>	<b>68.18%</b>	<b>108,438</b>	<b>239,338</b>
	<b>FIRE</b>																
01-445-105-0000	Extra Duty Coverage	<b>100,000</b>	27,003	34,377	15,910	25,589	13,390	-	-	-	-	-	-	116,269	116.27%	166,517	254,321
01-445-106-0000	Sick Hurt Coverage	<b>110,000</b>	1,813	10,919	10,818	20,710	10,610	-	-	-	-	-	-	54,871	49.88%	73,360	122,453
01-445-106-0001	Personal Time Coverage	<b>76,000</b>	8,127	14,092	11,093	5,006	4,894	-	-	-	-	-	-	43,212	56.86%	42,453	76,040
01-445-107-0000	Holiday Pay	<b>145,760</b>	17,488	-	16,654	17,975	16,585	-	-	-	-	-	-	68,701	47.13%	62,841	168,566
01-445-108-0000	Vacation Coverage	<b>142,630</b>	24,495	24,474	16,047	11,444	11,501	-	-	-	-	-	-	87,962	61.67%	80,146	161,804
	<b>TOTALS</b>	<b>574,390</b>	<b>78,926</b>	<b>83,862</b>	<b>70,522</b>	<b>80,724</b>	<b>56,980</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>371,015</b>	<b>64.59%</b>	<b>425,317</b>	<b>783,184</b>
01-477-105-0000	<b>WELFARE</b>	<b>1,000</b>	-	533	-	105	-	-	-	-	-	-	-	638	63.77%	30	62
01-479-105-0000	<b>PARKS &amp; RECREATION</b>	<b>10,000</b>	2,717	305	1,174	1,040	391	-	-	-	-	-	-	5,629	56.29%	2,053	7,304
01-493-105-0000	<b>SOLID WASTE</b>	<b>26,000</b>	1,565	2,707	4,834	2,641	2,013	-	-	-	-	-	-	13,760	52.92%	9,539	24,668
	<b>PUBLIC WORKS</b>																
01-500-105-0004	Striping	-	-	-	-	-	-	-	-	-	-	-	-	-		270	270
01-500-105-0006	Office	<b>7,800</b>	3,536	5,528	4,494	5,618	4,494	-	-	-	-	-	-	23,670		3,504	9,246
01-500-105-0007	Road Maintenance	<b>26,000</b>	3,659	2,280	2,190	10,526	1,189	-	-	-	-	-	-	19,844		9,395	25,951
01-502-105-0001	Winter Maintenance	<b>-</b>	-	-	-	-	-	-	-	-	-	-	-	-		-	184
01-502-105-0003	Plowing	<b>84,500</b>	-	-	-	-	-	-	-	-	-	-	-	-		-	124,425
01-502-105-0004	OT - Temp Plowing	-	-	-	-	-	-	-	-	-	-	-	-	-		-	-
01-502-105-0005	Sanding/Salting	-	-	-	-	-	-	-	-	-	-	-	-	-		-	-
01-505-105-0000	City Engineering	<b>11,700</b>	364	150	12	530	19	-	-	-	-	-	-	1,074		497	968
01-507-105-0000	Drain Maintenance	<b>-</b>	-	-	-	-	-	-	-	-	-	-	-	-		-	252
01-510-105-0000	Parking/Traffic Control	<b>-</b>	-	-	-	-	-	-	-	-	-	-	-	-		-	-
01-513-105-0000	Signs	-	-	-	-	-	-	-	-	-	-	-	-	-		-	-
01-514-105-0000	Parking Garage	-	-	-	-	-	-	-	-	-	-	-	-	-		-	-
	<b>TOTALS</b>	<b>130,000</b>	<b>7,559</b>	<b>7,958</b>	<b>6,696</b>	<b>16,674</b>	<b>5,702</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>44,588</b>	<b>34.30%</b>	<b>13,666</b>	<b>161,295</b>
	<b>SANITARY SEWER</b>																
90-409-105-0000	WRBP	<b>7500</b>	2,063	4,322	2,924	4,163	2,903	-	-	-	-	-	-	16,375		4,465	11,610
90-421-105-0000	Sewer Maintenance	<b>7500</b>	-	-	-	136	-	-	-	-	-	-	-	136		66	236
	<b>TOTALS</b>	<b>15,000</b>	<b>2,063</b>	<b>4,322</b>	<b>2,924</b>	<b>4,298</b>	<b>2,903</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>16,510</b>	<b>110.07%</b>	<b>4,531</b>	<b>11,846</b>
	<b>EMS - AMBULANCE</b>																
91-445-105-0000	Extra Duty Coverage	<b>90,000</b>	5,460	10,536	3,109	12,276	13,735	-	-	-	-	-	-	45,116	50.13%	72,976	116,104
91-445-106-0000	Sick Hurt Coverage	<b>46,000</b>	-	-	-	655	6,206	-	-	-	-	-	-	6,861	14.92%	5,408	7,903
91-445-106-0001	Personal Time Coverage	<b>24,500</b>	-	-	-	-	1,374	-	-	-	-	-	-	1,374	5.61%	6,678	6,678
91-445-107-0000	Holiday Pay	<b>23,000</b>	2,271	-	1,911	1,749	3,273	-	-	-	-	-	-	9,204	40.02%	7,138	20,431
91-445-108-0000	Vacation Coverage	<b>-</b>	848	-	636	2,178	-	-	-	-	-	-	-	3,663	0.00%	20,705	23,694
	<b>TOTALS</b>	<b>183,500</b>	<b>8,580</b>	<b>10,536</b>	<b>5,656</b>	<b>16,858</b>	<b>24,588</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>66,218</b>	<b>36.09%</b>	<b>112,905</b>	<b>174,810</b>
92-401-105-0001	<b>INTERNAL SERVICE</b>	<b>5,500</b>	2,433	3,318	3,268	3,696	2,666	-	-	-	-	-	-	15,381	279.65%	3,384	9,879
	<b>GRAND TOTAL</b>	<b>1,128,290</b>	<b>127,194</b>	<b>138,412</b>	<b>119,278</b>	<b>152,866</b>	<b>121,013</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>658,762</b>	<b>58.39%</b>	<b>685,628</b>	<b>1,420,404</b>

### Motor Vehicle Registration:

Report as of Date: FISCAL YEAR	Through 11/30/2025 BUDGET	Year to date Revenue	Municipal Transportation Revenue	Total Motor Vehicle Revenue	% of Budget
2020	\$3,085,000	\$1,236,698	\$40,435	\$1,277,133	41.4%
2021	\$3,150,000	\$1,315,035	\$41,225	\$1,356,260	43.1%
2022	\$3,270,000	\$1,420,345	\$43,335	\$1,463,680	44.8%
2023	\$3,500,000	\$1,456,060	\$42,835	\$1,498,895	42.8%
2024	\$3,600,000	\$1,442,741	\$43,855	\$1,486,596	41.3%
2025	\$3,700,000	\$1,479,354	\$43,905	\$1,523,259	41.2%
2026	\$3,900,000	\$1,613,133	\$42,965	\$1,613,133	41.3%

### Parks & Recreation Facility Use Requests:

	2025-26	2024-25	2023-24	2022-23	2021-22	2020-21	2019-20	2018-19	2017-18
July	17	17	2	9	8	5	10	24	18
August	15	10	4	7	8	9	10	10	15
September	8	5	14	2	4	7	7	4	3
October	6	8	4	3	8	7	10	6	4
November	8	3	2	6	3	7	3	3	4
December		0	0	0	0	0	0	0	0
January		6	7	6	4	0	11	11	6
February		0	8	15	11	9	10	6	6
March		27	11	9	15	6	4	8	11
April		9	11	10	14	19	8	5	8
May		15	19	16	8	13	3	9	12
June		17	14	10	9	13	8	1	3
Total	54	117	96	93	92	95	84	87	90

### Pending Grievances Summary:

Date of Grievance	Union	Subject	Status	Cost thru 11/30/2025
		None		

### Impact Fee Revenues:

Impact Fees					
	Available	YTD Revenue	Transfer Out		Available
	7/1/2025		Encumbered	Expended	Balance
School	\$222,931.92	\$98,673.78	\$ 91,874.63	\$0.00	\$229,731.07
Police	\$27,610.45	\$7,084.21	\$ 12,309.29	\$929.90	\$21,455.47
Fire	\$42,369.87	\$15,661.20	\$ 15,833.33	\$0.00	\$42,197.74
Parks	\$91,348.32	\$25,886.69	\$ 72,663.33	\$0.00	\$44,571.68
Roads	\$58,816.80	\$21,462.30	\$15,833.33	\$0.00	\$64,445.77
Library	\$46,044.80	\$13,871.35	\$ 3,413.33	\$11,920.00	\$44,582.82
Total	\$489,122.16	\$182,639.53	\$211,927.26	\$12,849.90	\$446,984.53

**Reserve Fund Balances:**

	Balance as of 11/30/25
<b>CITY</b>	
Non-Capital Reserve Account	\$ 255,833.34
Accrued Leave Reserve Account	\$ 339,016.36
Health Insurance Stabilization Account	\$ 198,993.82
Winter Maintenance Reserve Account	\$ 118,027.14
Welfare Reserve	\$ 26,522.34
Parking Kiosk Reserve	\$ 50,081.62
LED Light Replacement Reserve	\$ 13,048.24
Street and Highway Project Reserve	\$ 57,706.84
Bridge Repair and Reconstruction Reserve	\$ 1,086.84
Motorcycle Week Account	\$ 20,603.45
<b>SCHOOL</b>	
Special Education Reserve	\$ 1,181,540.82
School Construction	\$ 106,257.60
School Health Insurance Stabilization	\$ 699,840.96
Education Stabilization	\$ 1,412,184.69
LHS BNH Stadium Repair and Upgrade	\$ 215,906.88

<b>TIF FINANCE SUMMARY</b>							
	<b>7/1/2025</b>	<b>REVENUE</b>		<b>EXPENSES</b>		<b>Balance</b>	
	<b>Balance</b>	<b>Budgeted</b>	<b>YTD</b>	<b>Budgeted</b>	<b>YTD</b>	<b>Year-end Budgeted</b>	<b>11/30/2025</b>
Downtown	\$ 644,144	\$ 325,000	\$325,000	\$512,117	\$168,724	\$457,027	\$800,419
Lakeport	\$ 154,018	\$0	\$0	\$25,000	\$0	\$129,018	\$154,018
Weirs	\$ 110,804	\$ 230,000	\$230,000	\$208,800	\$54,589	\$132,004	\$286,215

**Codes Office Statistics:**

	Building permits issued	Building/Code inspections	Demo permits issued	Property maintenance action
November 2025	69	89	3	3
November 2024	39	83	1	10

**YTD Building Permits (7/1/25 – 11/30/2025): 369****November 2025 Short Term Rental Inspections: 1****YTD Building Permits (7/1/24 – 11/30/2024): 370****November 2024 Short Term Rental Inspections: 0****Boat Taxes:**

Report as of Date:	Through 11/30/2025		
FISCAL YEAR	BUDGET	Year to date Revenue	% of Budget
2021	\$100,000	\$32,902	32.9%
2022	\$110,000	\$27,552	25.0%
2023	\$120,000	\$26,225	21.85%
2024	\$120,000	\$28,017	23.35%
2025	\$120,000	\$24,484	20.40%
2026	\$105,000	\$25,625	24.44%

	General Fund Revenues*			General Fund Expenditures		
		Realized as of 11/30/2025			Realized as of 11/30/2025	
	Budgeted	Amount		Budgeted	Amount	
2022	\$ 9,026,499	\$3,269,962	36.2%	\$32,502,933	\$12,202,824	37.5%
2023	\$ 10,991,625	\$3,945,301	35.9%	\$32,527,791	\$12,947,195	39.8%
2024	\$ 10,821,135	\$4,072,215	37.6%	\$34,991,538	\$14,712,153	42.0%
2025	\$ 12,347,700	\$4,757,985	38.5%	\$36,950,979	\$14,990,890	40.6%
2026	\$ 14,367,450	\$5,833,225	40.6%	\$40,380,892	\$14,784,629	36.6%

\* Does not include property tax collections noted elsewhere in this report

## EMS Billing History:

Laconia Fire Department EMS Billing Report					
Month 2025	# of Trips 2023-24 Billable	Gross Charge	Net Charge	Payments	Balance Due
Jan	142	\$243,854.07	\$106,090.90	\$69,193.10	\$11,068.22
Feb	220	\$390,277.13	<u>\$167,218.88</u>	\$107,617.24	\$34,147.64
Mar	196	\$335,484.59	\$135,365.74	\$94,737.79	\$16,357.67
Apr	169	\$295,487.29	\$121,665.16	\$82,661.41	\$17,188.47
May	184	\$332,821.95	\$140,186.60	\$90,041.01	\$33,700.70
June	195	\$351,099.79	\$187,376.88	\$94,435.87	\$59,776.92
July	221	\$406,983.42	\$195,025.95	\$115,107.16	\$57,307.94
Aug	209	\$361,815.85	\$178,611.66	\$89,176.19	\$83,281.38
Sept	203	\$359,033.49	\$163,930.86	\$77,970.77	\$82,968.18
Oct	236	\$399,557.71	\$207,861.68	\$50,496.47	\$154,527.61
Nov	159	\$255,435.72	\$199,028.90	\$4,421.31	\$194,404.59
Dec					
<u>Totals</u>	<u>2134</u>	<u>\$3,731,851.01</u>	<u>\$1,802,363.21</u>	<u>\$875,858.32</u>	<u>\$744,729.32</u>
Estimated Annual Billable Trip Volume = 2,327					
Estimated Annual Revenue = \$ 1,228,000					
November - Over 130 Incidents still in process					

Laconia Fire Department EMS Billing Report											
Month 2022-23	Total # Ambulance Responses 2021-22 EMS & Fire	# of Trips 2021-22 Billable	Total # Ambulance Responses 2022-23 EMS & Fire	# of Trips 2022-23 Billable	Gross Charge	Net Charge	% Billable	Write Offs	Payments	% of Payments to Net Charge	Balance Due
Jul	377	285	365	254	\$275,735.00	\$132,193.67	47%	\$23,015.41	\$75,251.71	56%	\$32,187.23
Aug	411	295	318	224	\$267,787.00	\$137,629.90	51%	\$32,011.40	\$74,946.94	56%	\$27,539.77
Sep	334	249	311	224	\$249,489.00	\$124,057.28	49%	\$31,834.54	\$63,355.31	49%	\$26,592.92
Oct	374	276	316	237	\$270,037.00	\$134,821.76	50%	\$27,501.15	\$73,196.45	58%	\$30,835.92
Nov	355	266	297	218	\$227,478.00	\$113,914.92	49%	\$27,317.91	\$55,092.72	47%	\$23,627.74
Dec	325	247	329	238	\$276,909.00	\$135,067.02	48%	\$23,008.79	\$77,639.62	60%	\$31,668.75
Jan	333	220	354	253	\$295,585.00	\$156,091.16	53%	\$3,000.00	\$85,939.66	50%	\$58,438.78
Feb	280	215	285	189	\$219,803.00	\$107,359.01	47%	\$3,420.00	\$62,065.95	56%	\$36,038.19
Mar	272	196	301	217	\$240,620.00	\$127,469.73	55%	\$2,980.78	\$63,861.52	47%	\$57,722.18
Apr	295	211	292	196	\$224,444.00	\$125,292.47	56%	\$350.00	\$42,510.35	30%	\$80,433.51
May	319	232	354	232	\$253,178.00	\$141,931.23	55%	\$1,700.00	\$47,408.77	30%	\$90,602.10
June	335	260	357	163	\$177,327.00	\$117,824.31	66%	\$1,500.00	\$6,411.41	4%	\$109,728.85
<b>Totals</b>	<b>4010</b>	<b>2952</b>	<b>3879</b>	<b>2645</b>	<b>\$2,978,392.00</b>	<b>\$1,553,652.46</b>	<b>52%</b>	<b>\$177,639.98</b>	<b>\$727,680.41</b>	<b>47%</b>	<b>\$605,415.94</b>