

ANNUAL REPORT



2015 began with a search for a new City Manager, after Walt Wrede, Homer's City Manager of twelve years, retired at the end of 2014. After months of searching, City Council made a selection from within the City's own employee ranks.

Katie Koester, Homer's Community & Economic Development Coordinator of three years, was hired in April for a three year contract. While Ms. Koester is new to the position of City Manager, she is not new to Homer. She was born and raised in Homer. She also brings great qualifications. She holds a Master

of Political Science from Pontific Catholic University of Chile, Santiago, and a B.A. in Government from Smith College, Northhampton, Mass. Prior to her work for the City, she served eight years as Chief of Staff for Rep. Paul Seaton.



Katie Koester, **City Manager**

Homer's Mayor and City Council is a diverse group of professionals dedicated to their elected roles as policy makers, guiding City

government and helping maintain Homer's quality of life and local economy. City Council meets on the 2nd and 4th Mondays of each month

at 6:00 pm in Cowles Chamber at City Hall. Agendas are posted on the City of Homer website and at City Hall. City Council meetings are

CITY MANAGER'S MESSAGE

I'm very appreciative of the trust and opportunity that the Mayor and City Council have given me to serve the citizens of Homer as City Manager. I look forward to working with Council, the City's exemplary employees and engaged citizens to provide services and produce results that benefit the collective community.

This Annual Report provides a brief summary of many—but not all—of our accomplishments in 2015, and is a snapshot that highlights key City services.

The impact of the state's fiscal situation and the declining price of oil is affecting all Alaskan organizations. The City of Homer is no exception. In 2015, the City received a \$330,000 reduction in our community jail contract from the Alaska Department of Corrections. Additionally, in anticipation of the elimination of Revenue Sharing by the State, Council removed Revenue Sharing from the FY 2015 Operating Budget. This forced mid-year cuts to the 2015 operating budget which resulted in the loss of three staff positions.

Looking ahead we can anticipate further declines and budget challenges. However, under City Council's strong leadership, I am confident we will develop budget solutions while striving to remain as efficient, productive and responsive to the needs of Homer residents.

City staff are constantly looking for ways to do more with less. I am proud of the work, professionalism, and high level of service City of Homer employees provide to the public.



interested stakeholders are encouraged to attend and participate in the meetings. You may also listen in on KBBI public radio, AM 890.

integral to running a transparent, representative government that meets the needs of the community. Residents and

Meet Your Mayor and City Council Members



Mayor Wythe was elected as Mayor to the City of Homer in October 2012 and re-elected in 2014. Beth has been a resident since 1973 when she relocated to Homer with her family. She is a 1978 Homer High School graduate and has a Master's Degree in Public Administration through the University of Alaska Southeast. Beth is completing her second term as Mayor, which was preceded by eight years on the Council. Representing her community and working to provide economic solutions to the challenges that face our community each year has been a privilege. She savs. "Public representation is not always easy, but it is always rewarding."



Donna Aderhold

Donna. elected to City Council in 2015, is currently the Science Coordinator for the Gulf Watch Alaska Program through the National Oceanic & Atmospheric Administration, which monitors the Gulf of Alaska ecosystem. Donna serves as a member of the Kachemak Heritage Land Trust Board of Directors, the Kachemak Bay Research Reserve Community Council, the Coastal Observation and Seabird Study Team, and participates in a group seeking to understand and resolve homelessness in Homer.



Dave Lewis

Dave has served on Homer's City Council since 2008. Dave arrived in Alaska in 1976 and began his journey as a school teacher in the bush for 12 years. After moving to Homer in 1989, he taught in the Kenai Peninsula School District for nine years before retiring. Currently Dave is the Kachemak Bay Campus Coordinator for the Youth Job Training Program. Dave has been a member of the Homer Hockey Association for over 17 years, and has served on their board for over ten years. Together with his wife, he raised two sons in Homer.



Catriona Reynolds

Elected to City Council in 2014, Catriona is Clinic Manager for Kachemak Bay Family Planning, a position she's held since 2003. She serves on the Alaska Medical Care Advisory Committee and is an active member of the National Family Planning and Reproductive Health Association, MAPP of the Southern Kenai Peninsula and Green Dot. Catriona has two children who have benefited from growing up in the community. She commutes year-round on her bicycle and loves to adventure with family, friends or solo by bike, foot or pack raft.





Gus Van Dyke Gus Van Dyke was elected to office in 2013.

THANK YOU FOR YOUR SERVICE

Councilmembers Francie Roberts and Beau Burgess served their last terms in 2015.



Francie has served on the Homer City Council since 2007, and was Mayor ProTem from 2012 to 2015. She also served on several committees including the Emergency Operations Plan Review Committee in 2012, Transportation Advisory Committee from 2008 to 2014, and most recently the Sustainable Animal Control Committee from 2015 -2016.

Beau has served on the Homer City Council since 2012. He has also served on the Water & Sewe Rate Task Force from 2012 to 2013 and the Cannabis Advisory Commission from May 2015 to October 2015.





Heath Smith Heath Smith was elected to office in November 2015.



Bryan Zak

Bryan Zak has been on City Council since 2008. His current term will expire October 2016. When not at Council meetings, Bryan provides counseling to business owners through the Southwest Alaska Small Business Development Center and owns and manages Alaska Adventure Cabins and Zak's Realty. He is the Assistant District Governor for Rotary District 5010, is on the Outreach Committee for Homer United Methodist Church and is a representative to the Kenai Peninsula Economic Development District.

QUALITY CITY SERVICES TO MATCH



Insuring an open, accessible government

City Clerks provide primary administrative

support to the City Council and Community Advisory Commissions. While much of this work is behind the scenes. Clerks also perform vital public and democratic functions including public access to records and information and administering local elections. Clerks insure government transparency and public access.

2015 HIGHLIGHTS

Staff Reductions

The Clerk's Office retains municipal records to preserve the history of the City of Homer. Records are categorized, indexed, filed and scanned into digital documents for space conservation and easy accessibility. Losing funding for the Clerical Assistant position significantly reduced the number of permanent records that were transferred into digital form in 2015; Council did appropriate funds for an independent vendor to continue the conversion process.



Jo Johnson, City Clerk (center) with Deputy City Clerks Melissa Jacobsen and Renee Krause

City of Homer Website Updated

Working with IT and the library staff, the City Clerks helped design and launch an improved City of Homer website. Check the website out at www.cityofhomer-ak.gov. It contains a wealth of information!





Rick Abboud, City Planner (right) with Deputy City Planner, Julie Engebretsen and Planning Technician, Dotti Harness



In 2015 the Planning Office Issued

60 Zoning Permits

38 Residential Construction Permits

5 Commercial Construction Permits

17 New Additions & Accessories Permits

The Planning Department plays a vital role in the continued success of Homer. The Department, with input from the public, develops long-range plans that promote sustainable growth while preserving Homer's unique character.

2015 HIGHLIGHTS

Tall Structures

The "cell tower" ordinance ensures safety and requires industry experts to review cell tower applications to make sure that structural, site and operations concerns are addressed.

Marijuana

The State of Alaska legalized marijuana, giving Homer one year to decide if, and how the commercial marijuana industry should be regulated. The Planning Commission worked with the newly formed Cannabis Advisory Commission to review the implications of and recommendations for zoning of marijuana cultivation, manufacturing, testing and retail sales within city limits.

Wind Energy Systems

The Planning Commission reviewed zoning requirements for Small Wind Energy Systems, deleting the one acre requirement while retaining setback requirements.

Bridge Creek Water Protection District

Planning reviewed mitigation standards in the BCWPD, streamlining the permitting process on small lots.

Staff Reduction

Due to budget cuts, Planning Tech Travis Brown, was transferred to fill a vacant Port and Harbor Officer position.

Keeping the public's trust in a safe, secure Homer

Homer Police Department protects the public, keeps the peace and serves the public in times of emergency. The Department utilizes community based policing and pro-active enforcement techniques to accomplish its mission.

2015 HIGHLIGHTS

- HPD Mentors Youth Throughout the Year The Police Department has a long history of commitment to improving the lives and opportunities for local youth through numerous outreach programs. In 2015, HPD received a grant from the Alaska Highway Safety Division to fund Project Drive. Project Drive puts youth in the driver's seat of an ATV while wearing alcohol impairment simulation goggles to teach first-hand the effects of drinking on driving. HPD's effort is deterring poor decisions by youth and reducing impaired driving. It also provides a great opportunity to connect with teenagers and have fun, positive interactions with them.
- **Armed Robber Apprehended** Homer experienced two armed robberies late in 2015. Armed robberies rarely occur in Homer, with less than five having occurred in the last 15 years. The suspect in these crimes has been arrested. He admitted to committing the robberies to fuel his heroin habit. Although the number of drug related arrests remains very low, we are seeing more drug addicts coming through the jail, indicating an overall increase in drug use throughout Homer and the outlying areas. Officers are
- King of Norway Service in providing security for the trip.
- Staff Reductions

Jail staffing was reduced by one full time position in 2015 due to budget cuts. The jail is staffed approximately 80% of the time with Dispatchers and Police Officers filling in to monitor prisoners when no Jail Officers are on duty. The department also lost one full time dispatch position in 2015.

The Fire Department protects and serves community members when threatened by fire, accidents, and natural or man-made disasters. To accomplish their mission, HVFD delivers proactive emergency risk management, emergency services, and educational prevention programs.

2015 HIGHLIGHTS

Dedicated Staff and Volunteer Corps

HVFD's 5 paid staff and 36 volunteers devoted 2,804 hours responding to calls, 3,829 hours in training, 263 hours providing fire and injury prevention programs to the community and 629 hours providing community services such as standing by at sporting events.

Engine 4 Refurbished

Engine 4, originally purchased in 1984, was upgraded, replacing worn out and damaged components, and upgrading vital systems, adding another 10-15 years of life. Engine 4 will eventually serve the Skyline Fire Station, adjacent to Homer's Water Treatment Plant. when another fire truck sent to Washington for the same treatment, is returned.

Fire Chief Earns Certified Emergency Manager Award Homer's Fire Chief, Bob Painter, became only one of four Alaskans to be awarded Certified Emergency Manager by the International Association of Emergency Managers, recognizing the Chief's (and entire Department's) commitment to providing the best service to the community possible in every aspect of public safety.

SOS



8,819 service request calls into dispatch

7.572 incidents filed with 507 arrest charges



Oversaw 872 prisoner days in Homer Community Jail



500 youth participated in Project Drive, deterring impaired drivina

now trained in the use of Naloxone, a drug used to treat opioid overdoses. All officers are carrying opioid overdose kits containing the drug, with intranasal injectors.

In May, Homer was visited by the King Harald V of Norway. Homer Police Officers assisted the Secret



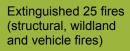




Responded to 538 emergency medical calls

Responded to 67 fire calls







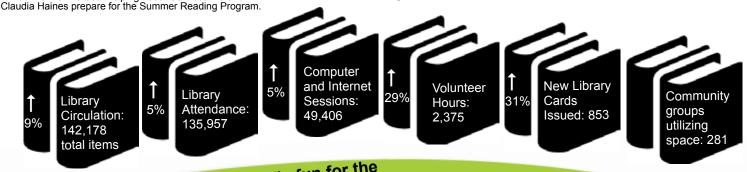
Provided 7.524 hours of direct community education and prevention services

QUALITY CITY SERVICES TO MATCH



2015 HIGHLIGHTS

- Celebration of Lifelong Learning honored Michael Hawfield and Youth Award winner Sabina Karwowski.
- **Big Read** Hundreds of participants read Ray Bradbury's *Fahrenheit* 451. Bradbury's official biographer, Sam Weller, led a writing class and gave a capstone presentation, ending a month of fabulous literary activities.
- Youth Services flourish -- Preschool and Small Fry Storytimes served 3,820; the Summer Reading Program reached 970, with participation growing annually. Special programs include monthly Lego and Minecraft Clubs and a Curiosity Creates! grant-funded after-school Maker's Club incorporating science, technology, engineering, art and math into fun activities for youth.
- Adult Programs offered ham radio, tech-help and genealogy classes, a new "15 in '15" reading club, civic discussions, a candidates forum and more!



Public service equals great public fun for the **Community Recreation Program**

2015 HIGHLIGHTS

Mike IIIg, Homer's Community Recreation Manager was awarded the highest recognition that Alaska Recreation and Park Association can bestow: the Professional Award.

- Hosted the Alaska Recreation & Parks Association Conference in Homer, attracting over 150 participants including Alaska Governor Bill Walker and First Lady Donna Walker.
- **Expanded** both the Pickleball Program and Adult Basketball League (from 6 to 8 teams).
- Partnered with SPROUT to provide a bi-annual clothing swap for families with children age 0-5 years.

Paul Banks "Heroes" helping Youth Services Librarian





Provided 94 recreation programs and events enioved by 4.699 individual participants for a total of 468 repeat visitors





volunteer hours donated



Contracted 25 individual instructors, generating \$18,000 in local wages

Public Works - maintaining & improving infrastructure

CAPITAL IMPROVEMENTS COMPLETED IN 2015



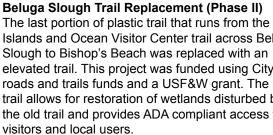
Harbormaster's Office Building Replacement Homer celebrated the Grand Opening of the new Harbormaster Office in May, 2015. The project included over slope development which provided for a boardwalk pedestrian walkway and improved visibility from the new building into the Small Boat Harbor. The building provides facilities that will improve and support harbor maintenance activities.

Harbor Float Replacement This project, funded 50% by a State grant; 50% by City bond proceeds, provides improved floats in the Small Boat Harbor, including A, J, R, and S float replacement and utility improvements (on the west side of the harbor); and System 4 improvements including portions of AAA float and HH and JJ float replacement with utility improvements (on the east side).

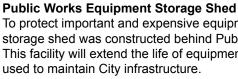


City Beautification Project The Parks and Recreation Department has again









Ramp 5 Restroom Construction hook sculpture in the galaxy.







46.3 miles of maintained streets

114 vehicles and heavy equipment maintained



49 miles of water line; 45 miles of waste water line



124,888,600 gallons of water supplied to ,777 customers



247 acres of park and recreation areas maintained



5.41 miles of trails maintained



13,807 tent nights at City campgrounds



this year provided thousands of plants for City flower beds and local business barrels and planting areas.

Islands and Ocean Visitor Center trail across Beluga Slough to Bishop's Beach was replaced with an elevated trail. This project was funded using City roads and trails funds and a USF&W grant. The new trail allows for restoration of wetlands disturbed by the old trail and provides ADA compliant access for

To protect important and expensive equipment, a storage shed was constructed behind Public Works. This facility will extend the life of equipment/vehicles

Using Cruise Ship Passenger Head Tax funds, a restroom was constructed near the Ramp 5, which provides facilities at the northwest corner of the Homer Small Boat Harbor. Installed near the restroom is the Circle Hook sculpture (using 1% for Art funds). The *Circle Hook* is reported to be the largest fishing

QUALITY CITY SERVICES TO MATCH

HOMER'S QUALITY OF LIFE



Business begins where the land ends

The Port and Harbor Department provides safe port and harbor facilities for our commercial clients, recreational users, and the general public. They

are charged with managing and maintaining these facilities cost effectively, and administering Tariff and procedures fairly and equitably for all users. 2015 was a busy and productive year that saw the completion of many harbor improvements detailed below.



New restroom and trail additions to Homer Harbor.

Harbor Trails Project Completed

The Harbor now features two miles of public walking/biking trails. New trails added in 2015 allow you to entirely circumnavigate the harbor, and connect to the 4.5 mile Spit Trail leading all the way back to the base of the Homer Spit.

New Restroom at Ramp 5

The new restroom and Circle Hook sculpture make big changes to the corner of Freight Dock and Spit Road. This restroom serves System 2 vessel owners, visitors at the campground across Spit Road and folks out enjoying the harbor's walking trail. Now that several new restrooms dot Homer Harbor, its hard to believe that we only provided an outhouse in that location for all those years!

Load and Launch Ramp Replaced

As part of an AK Department of Fish & Game grant, Homer's Load and Launch Ramp was completely replaced by Harris Sand and Gravel between September and the first week in December. The replacement fixed deteriorating ramps and floats and features a more gradual transition between the uplands and the ramp, improving visibility, and a steeper ramp so users won't have to back their trailers as far into the water as before.

Float System Replacements and Upgrades

The System 1 float project replaced approximately 1500 feet of float system and installed additional flotation under exiting floats. Other upgrades included replacing ramp 3, and bringing shore power and a new potable water system to parts of that system. Fire suppression capability on System 1 was also improved with the addition of two new equipment sheds for fire response and maintenance equipment and a fire hydrant system that allows Homer's Volunteer Fire Department to connect directly to the city's water main. Some floats on System 4 were also replaced and potable water and shore power provided there, upgrading the moorage system to better serve the needs of our fleet.

Pioneer Dock Fender Rehab and Covered Walkway Completed

The City worked with the Alaska Marine Highway System to make improvements to the Pioneer Dock. This fully funded State project brought improvements to the dock's fendering systems and built a covered walkway from the parking lot out onto the dock. These improvements protect ferries and large-class vessels pulling up to the dock and provide weather protection to the ferry crew and customers when embarking/disembarking.

New Harbormaster's Office

Thanks to the efforts and support of the City Council and Mayor, Commissions, Committees and special Task Forces we planned and built a new Port and Harbor office next to ramp 7. Wow what an improvement!

City and Alaska Liquid Natural Gas (AKLNG) Explore Homer Harbor's Role in Project Development

The City met several times with planners for the purpose of understanding the scope and long range benefit of this potential development project. Homer's Port and Harbor will be a major support facility for this fleet due to the fact that we are the only ice free deep water port in Cook Inlet and that Kachemak Bay is a safe anchorage for all large vessels using Cook Inlet.

Deep Water Dock Expansion Study

A team of city staff and R&M consulting are continuing to plan and study options for improving the cargo handling capabilities of Homer's Deep Water Dock.

Rate Structure Study

The Port and Harbor Advisory Commission began work with Northern Economics to investigate equitable rate structures for mooring vessels in the harbor.

Abandoned Derelict Vessel Task Force

The ADV Task Force's work is helping Homer be proactive in its support for finding solutions to derelict vessels. The Task Force brings together state and federal agencies, municipalities and other interested stakeholders to improve coordination in addressing ADV and identifying long-term needs for prevention and effective management of ADV around Alaska.



New load and launch ramp construction in Sept. 2015.



New load and launch ramp completed in Dec. 2015.



System 1 float replacements and upgrades.



Reception desk at new Harbormaster's office



FINANCE DEPARTMENT

The City's Finance Department covers a wide range of duties, from basic bookkeeping to governmental accounting, financial analysis and reporting. Finance is also responsible for budget preparation, payroll, revenue collection, assessments, grant reporting, accounts payable, treasury management and safeguarding the City's assets.



We are pleased to present the 2015 financial summary on the following pages.

For further details regarding the City's financial performance, please refer to the Certified Audit Financial Statement on the City's Website in the Finance Department section. The link is:

http://www.cityofhomer-ak. gov/finance/2015-auditedbasic-financial-statements.

2015 HIGHLIGHTS

Staff Reduction

In 2015, the Finance Department experienced significant changes. Laurie Moore, Accounting Supervisor, retired at the end of August after nearly twenty years of service. As Accounting Supervisor, Laurie was responsible for General Ledger maintenance and the annual audit process. Due to the fact that the City is facing budget cuts, after Laurie retired, the City did not fill that position. Rather, job duties and functions were rearranged to accommodate the fewer number of department staff.

Ambulance Billing

A change ambulance billing has helped accomplish this downsizing without compromising public services. Ambulance billing has been a time consuming challenge in the Finance Department for many years. Given decreased staffing, and the increasing demands and expertise needed in todays health care billing environment, City Council approved contracting out this major task, providing Finance Department personnel the flexibility to cross train in other positions.



Finance Dept staff L to R: Lori Sorrows, Kim Gilbert, John Li (Director), Julie Swisher, Angie Kalugin and Jenna deLumeau

FINANCIAL SUMMARY



STATEMENT OF ACTIVITIES - YEAR ENDED 12/31/2015

		Program Revenues				Net (Expense) Revenue and Changes in Net Position						
		Fees, Fines &	Prog	Operating Grants &	5	Capital Grants &		Govern-	ange	Business-	ion	
		Charges for		Contri-		Contri-		mental		type		
Function/Program	Expenses	Services		butions		butions		Activities		Activities		Total
Governmental Activities												
General government	\$ 3,574,943	\$ 769,680	\$	139,301	\$	1,005,842	\$	(1,660,120)	\$	-	\$	(1,660,120)
Public safety	5,913,847	271,064		842,408		-		(4,800,375)		-		(4,800,375)
Public works	3,557,714	11,877,674		47,511		-		8,367,471		-		8,367,471
Library	916,231	-		44,007		-		(872,224)		-		(872,224)
Airport	179,088	128,748		2,151		-		(48,189)		-		(48,189)
Parks and recreation	809,427	166,028		8,686		-		(634,713)		-		(634,713)
Community services	288,948	36,768		4,745		-		(247,435)		-		(247,435)
Water	2,659,275	2,234,246		37,312		-		(387,717)		-		(387,717)
Sewer	1,927,419	1,857,380		28,701		-		(41,338)		-		(41,338)
Unallocated interest	1,000,179			-		-		(1,000,179)		-		(1,000,179)
Total Governmental Activities	20,827,071	17,341,588		1,154,822		1,005,842		(1,324,819)				(1,324,819
Business-type Activities Port and harbor	7,045,968	4,159,365		72,180		5,436,689				2,622,266		2,622,266
Total	\$ 27,873,039	\$ 21,500,953	\$	1,227,002	\$	6,442,531		(1,324,819)		2,622,266		1,297,447
	General Revenu	les										
	Property taxes							3,177,768		-		3,177,768
	Sales taxes							7,536,678		-		7,536,678
	Grants and entitlements not restricted to a specific purpose							370,845		24,184		395,029
	Investment income							116,134		45,111		161,245
	Total General R	levenues						11,201,425		69,295		11,270,720
	Special Item - construction of gas pipeline on behalf											
	of third parties							(67,891)		-		(67,891
	Change in Net Position							9,808,715		2,691,561		12,500,276
	Beginning Net Position, as restated (Note 15)							75,979,571		47,014,103		122,993,674
	Ending Net Post	tion					s	85,788,286	e	49,705,664	e	135,493,950

Economic Factors and Next Year's Budgets and Rates

The State's uncertain fiscal situation will affect the City of Homer both in direct cuts and a contracting Alaskan economy that will be a result of reduced state spending. The loss of revenue associated with the sales tax exemption for unprepared foods also affects future revenues.

The Water and Sewer Utility Fund remains vulnerable due to the City owning a production and distribution system infrastructure that is very expensive to operate and maintain and has relatively few customers to pay for it. The City has a reliable source of funds to build things and expand the infrastructure (dedicated sales tax). The past two years City Council has made continuous efforts to address the inadequate funds (user fees) to maintain sufficient operating expenditures. The Water/Sewer fund shows an excess of revenue over expenditures in the amount of \$572 after capital outlays of \$181 and debt services of \$1,160. The Port and Harbor Enterprise Fund is showing an excess in revenues over expenditures of \$107 before depreciation.

STATEMENT OF NET POSITION

December 31, 2015

Assets and Deferred Outflows of Resources

Assets Cash and investments Receivables, net of allowance for doubtful accounts: Accounts Sales and property taxes State and federal grants and loans Assessments Other Internal balances Inventory Prepaid items Restricted cash and investments Capital assets not being depreciated land and construction in progress Other capital assets, net of accumulated depreciation

Total Assets

Deferred Outflows of Resources - related to pensions

Total Assets and Deferred Outflows of Resources

Liabilities, Deferred Inflows of Resources, and Net Position

Liabilities

Accounts payable	
Enstar FMA refunds	
Accrued payroll and related liabilities	
Accrued interest payable	
Prepaid rentals and deposits	
Unearned revenue	
Noncurrent liabilities:	
Due within one year:	
Accrued leave	
No tes payable	
Capital leases	
General obligation bonds payable	
Special assessment bond payable with government commit	tment
to Kenai Peninsula Borough	
Due in more than one year:	
Accrued leave	
No tes payable	
Capital leases	
General obligation bonds payable including bond premium	
Special assessment bond payable with government commit	tment
to Kenai Peninsula Borough	
Unearned revenue	
Net pension liability	

Total Liabilities

Deferred inflows of Resources - related to pensions

Net Position

Net investment in capital assets Restricted for: Roads and trails Special service district Permanent fund Unrestricted (deficit)

Total Net Position

Total Liabilities, Deferred Inflows of Resources, and Net Position

N			
N			
	Governmental	Business-type	
	Activities	Activities	Total
	\$ 16,992,666	ş -	\$ 16,992,666
	338,813	152,790	491,603
	1,245,051 971,140	1,571,369	1,245,051 2,542,509
	11,898,276		11,898,276
	136,935	-	136,935
	787,421 338,904	(787,421) 14,431	353,335
	289,422	67,121	356,543
	3,616,457	306,074	3,922,531
	12,565,472	31,090,240	43,655,712
	69,312,762	24,273,969	93,586,731
	118,493,319	56,688,573	175,181,892
	1,491,149	282,529	1,773,678
	\$ 119,984,468	\$ 56,971,102	\$ 176,955,570
	20 20202020	2 721 227	4 4721277
	\$ 237,037 1,370,803	\$ 120,524 -	\$ 357,561 1,370,803
	156,719	21,475	178,194
	234,979	8 1 2	234,979
	56,901 29,135	913,490 101,507	970,391 130,642
	27,155	101,507	130,042
	300,000	75,000	375,000
	1,282,912		1,282,912
	90,615		90,615
	120	135,000	135,000
	778,636	1	778,636
	438,902	153,017	591,919
	12,218,481	322	12,218,481
	177,419	2 760 228	177,419
		3,760,328	3,760,328
	7,486,589		7,486,589
	- 9,174,594	216,000 1,738,315	216,000 10,912,909
	2012 Marca - 2017	SALES AND THE	
	34,033,722	7,234,656	41,268,378
	162,460	30,782	193,242
	68,108,807	51,762,578	119,871,385
	8,079,071	3 4 3	8,079,071
	278,092		278,092
	2,042,608 7,279,708	- (2,056,914)	2,042,608 5,222,794
	85,788,286	49,705,664	135,493,950
	\$ 119,984,468	\$ 56,971,102	\$ 176,955,570