



Memorandum

DATE: November 8, 2018
TO: Chairman and Members of the Board
FROM: Kevin H. Roche, CEO/General Manager
SUBJECT: Agenda for the Finance & Audit Committee Meeting

There is an **ecomaine** Finance Committee Meeting scheduled for **November 15, 2018 @ 3PM**. The agenda for this meeting is as follows:

1. Approval of Minutes (*Attachment A*)
2. Cash Disbursement Report – Erik Street, Chairman
3. **RKO Presentation – Audit FY 18:** Amy Chasse & Roger Lebreux
4. Selection of Auditors for FY 19
5. Financial Statements **FY 19**
 - o Statement of Revenues and Expenses (*Attachment B1*)
 - o Statistical Data (*Attachment B2*)
 - o Balance Sheet (*Attachment B3*)
 - o Statement of Cash Balances (*Attachment B4*)
 - o Capital Expenditures (*Attachment B5*)
 - o Status of Accounts Receivable (*Attachment B6*)
6. Other:

Future Meetings:

Full Board of Directors Meeting	11-15-2018 @ 4PM	Full Board of Directors Meeting	03-21-2019 @ 4PM
Executive Committee	12-20-2018 @ 4PM	Finance & Audit Committee	04-04-2019 @ 4PM
Finance & Audit Committee	01-17-2019 @ 3PM	Full Board of Directors	04-18-2019 @ 4PM
Full Board of Directors	01-17-2019 @ 4PM	Finance & Audit Committee	05-16-2019 @ 3PM
Outreach & Recycling Committee	01-24-2019 @ 4PM	Executive Committee	05-16-2019 @ 4PM
Outreach & Recycling Committee	02-14-2019 @ 3PM	Outreach & Recycling Committee	05-23-2019 @ 4PM
Executive Committee	02-14-2019 @ 4PM	Annual Board of Directors Meeting	06-20-2019 @ 11:30AM
Outreach & Recycling Committee	03-07-2019 @ 4PM		

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Memorandum

DATE: October 11, 2018
TO: Chairman and Members of the Board
FROM: Kevin H. Roche, CEO/General Manager
SUBJECT: Finance & Audit Committee Minutes – September 20, 2018

There was a **Finance & Audit Committee Meeting** held on the date noted above. The meeting was called to order by Erik Street, Chair.

Item #1: Approval of the Minutes

William Shane motioned to accept the minutes as written. The motion was seconded by Troy Moon. All in favor.

Item #2: Cash Disbursements – Erik Street, Chair

Erik Street reported out to the committee that he had reviewed a wide variety of cash disbursements with staff and found no issues or concerns to report.

Item # 3: Financial Statements

Kevin Roche reviewed the June 30, 2018 pre-audited financial statement to include a review of current year and actual year to date revenue & expenses. He reviewed data on tonnage, contracts and other financial data related to the year-end finances. The review included unfavorable revenue based on recycling markets.

Kevin also reviewed and discussed the 5year plan.

Don Hebert continued discussions on the 5year projections, capital gains and investments. There was a lengthy discussion.

The committee reviewed and discussed the recommendations on rate increases for FY 19 & FY 20. The proposed increase of a 3.5 % for FY 20 (\$70.50 to \$73.00) for MSW and a (\$35.00) per ton increase on single sort recycling and the recommendation that we begin charging owner communities a \$15 per ton for single-sort recyclables beginning November 1, 2018 to absorb some of the cost associated with the contamination. There was a lengthy discussion on the pro's and cons on the \$15 fee and concerns of the impact to budgets.

Dave Morton motioned to recommend to the Full Board the tipping fee increases

MSW to \$73 & Single Sort recycling to \$35 per ton effective 07/01/2019. The motion was second by Bill Shane. All in favor.

Rod Regier motioned that the committee recommend to the Full Board delegation of the decision of the increase in tipping fee for single sort recyclable in the amount of \$15.00 effective November 1, 2018 to the Executive Committee at their meeting scheduled for October 18, 2018. The motion was second by Bill Shane. Motion Passed.

The motion included the recommendation that the committee members continue discussion with all town and city officials involved in the decision-making process.

Dave Morton motioned to adjourn. The motion was seconded by Rod Regier. All in favor.

Present:

Dennis Abbott, Anne Bilodeau, Alan Bradstreet, Christopher Branch, Matthew Frank, Greg L'Heureux, Troy Moon, Dave Morton, Tim Pellerin, Rod Regier, Bill Shane, Mike Shaw & Erik Street

Staff:

Don Hebert, Denise Mungen, Kevin Roche

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Statement of Revenue & Expenses October, 2018 (FY19)							
ATTACHMENT B1	Actual - Prior Years YTD			Current Year To Date			FY19 to FY18
	2016	2017	2018	Actual	Budget	Variance	Variance
Operating revenues							
Municipal assessments & rebates	\$0	\$0	\$0	\$0	\$0	\$0	\$0
Owners tipping fees	1,279,303	1,247,397	1,274,542	1,352,843	1,275,844	76,999	78,300
Assoc. tipping fees	351,959	353,565	372,998	382,160	373,447	8,713	9,161
Contract tipping fees	109,733	124,861	132,645	431,489	531,122	(99,634)	298,843
Commercial tipping fees	1,843,009	1,907,376	1,892,148	2,145,464	1,884,613	260,851	253,315
Spot market tipping fees	701,434	614,579	600,146	148,015	128,592	19,423	(452,131)
Electrical generating revenues	1,161,595	1,191,841	1,215,913	1,228,513	1,223,543	4,970	12,599
Sales of recycled goods	918,979	1,203,990	1,202,305	517,365	736,405	(219,039)	(684,939)
Recycling tipping fees	54,253	15,536	19,160	123,144	45,420	77,724	103,984
Other operating income	34,734	33,649	34,317	35,057	34,832	225	741
Total operating revenues	\$6,454,998	\$6,692,792	\$6,744,175	\$6,364,050	\$6,233,818	\$130,232	(\$380,125)
Operating expenses							
Administrative expenses	876,224	817,313	840,664	919,226	967,614	48,388	(78,562)
Waste-to-energy operating expenses	2,807,774	2,808,773	3,022,075	2,914,116	3,143,648	229,532	107,960
Recycling operating expenses	681,806	695,175	761,084	801,266	832,950	31,684	(40,182)
Landfill/ashfill operating expenses	455,524	477,964	566,669	523,518	552,358	28,839	43,151
Contingency	0	0	0	0	83,333	83,333	0
Landfill closure & post-closure care costs	86,645	98,494	88,471	84,961	91,667	6,705	3,510
Post-retirement benefit - health Care	23,486	23,486	23,486	28,332	28,333	1	(4,846)
Depreciation & amortization	1,364,897	1,396,970	1,407,159	1,356,591	1,367,808	11,217	50,569
Total operating expenses	\$6,296,357	\$6,318,176	\$6,709,609	\$6,628,010	\$7,067,711	\$439,701	\$81,599
Net operating income	\$158,642	\$374,617	\$34,565	(\$263,961)	(\$833,893)	\$569,933	(\$298,526)
Non-operating income (expense)							
Non Investment Interest	14,065	13,593	15,530	16,636	15,000	1,636	1,107
Investment Income Net of Expenses	(125,317)	200,713	594,357	209,222	0	209,222	(385,135)
Misc. Income / (Expenses)	(446)	(13,922)	491	1,419	0	1,419	928
Net non-operating	(\$111,698)	\$200,384	\$610,378	\$227,277	\$15,000	\$212,277	(\$383,101)
Total Revenue Less Expenses	\$46,944	\$575,000	\$644,943	(\$36,684)	(\$818,893)	\$782,209	(\$681,627)

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Statistical Data October, 2018 (FY19)									
ATTACHMENT B2	Actual - YTD			Year to Date 2019				Year to Date Vs. Last Year	
	2016	2017	2018	Actual	Budget	Var - Fav / (Unfav)		Var-Fav / (Unfav)	
						Units	%	Units	%
MSW - Tons									
Owner	18,332	17,701	18,312	19,291	18,288	1,003	5.5%	978	5.3%
Associate	4,285	4,227	4,431	4,373	4,431	(58)	-1.3%	(57)	-1.3%
Contract	1,931	2,171	2,262	7,103	8,030	(927)	-11.5%	4,840	214.0%
Commercial	27,915	27,365	27,459	30,794	27,458	3,337	12.2%	3,335	12.1%
Spot	12,649	10,475	10,535	2,099	1,824	275	15.1%	(8,435)	-80.1%
Total MSW	65,111	61,939	62,999	63,660	60,031	3,630	6.0%	662	1.1%
Recycle - Tons									
Inbound - MRF only	14,536	13,479	13,373	12,182	13,373	(1,191)	-8.9%	(1,191)	-8.9%
Outbound- MRF only including glass	12,866	12,173	12,176	11,100	12,175	(1,075)	-8.8%	(1,076)	-8.8%
Outbound- Post Burn	1,377	1,563	1,334	1,352	1,334	17	1.3%	17	1.3%
Outbound- Landfill Metal Mining	(24)	-	-	-	-	0		0	
Outbound Total	14,218	13,736	13,510	12,452	13,509	(1,057)	-7.8%	(1,058)	-7.8%
MSW - Revenue \$/Ton									
Owner	\$69.79	\$70.47	\$69.60	\$70.13	\$69.76	\$0.37	0.5%	\$0.53	0.8%
Associate	82.15	83.65	84.19	87.38	84.28	3.10	3.7%	3.20	3.8%
Contract	56.83	57.51	58.63	60.75	66.14	(5.39)	-8.2%	2.12	3.6%
Commercial	66.02	69.70	68.91	69.67	68.64	1.03	1.5%	0.76	1.1%
Spot	55.45	58.67	56.97	70.50	70.50	0.00	0.0%	13.53	23.8%
Total MSW	65.82	68.58	67.82	70.06	69.86	0.20	0.3%	2.24	3.3%
Recycle - Revenue \$/Ton									
\$/Ton Outbound (Includes glass/metals)	\$68.45	\$88.79	\$90.41	\$51.44	\$60.43	(\$8.99)	-14.9%	(\$38.97)	-43.1%
\$/Ton Inbound- Rev/Cost Sharing	61.90	87.32	84.48	33.17	50.94	(17.77)	-34.9%	(51.31)	-60.7%
Energy									
MWH's Sold	32,004	31,279	29,357	28,875	30,263	(1,388)	-4.6%	(482)	-1.6%
\$/MWH	\$36.30	\$38.10	\$41.42	\$42.55	\$40.43	\$2.12	5.2%	\$1.13	2.7%
Steam Plant Capacity Factor %	93.5%	93.7%	93.8%	95.8%					
Average Boiler Availability %	94.9%	94.1%	93.5%	93.0%	94.1%				
Steam Plant Capacity Utilization %	98.0%	99.6%	100.3%	103.0%					
Power Capacity Factor %	89.0%	86.7%	80.8%	80.3%					
Power Sold - % of Capacity to Sell	89.6%	87.6%	82.2%	80.8%	84.8%				

Steam Plant Capacity Factor % - Steam from the two boilers as a % of the total unadjusted capacity (144,000 lbs./hour for time in period with no down time)

Average Boiler Availability % - Percent of hours that boilers are available to burn MSW during period - reflects time out of service for boilers due to equipment problems

Steam Plant Capacity Utilization % - Steam from the two boilers as a % of the adjusted capacity (144,000 lbs./hour for time in period less time not on MSW)

Power Capacity Factor % - Actual power produced (MWH's) by the turbine as a % of the rated capacity (14.1 MW's) for all hours in the period

Power Sold - % of Capacity to Sell - Power sold (MWH's) on grid as a % of the power available to sell (generation net of internal load -- 12.1 MW's) for the given time period

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October, 2018 (FY19)				
ATTACHMENT B3	Year End Actuals @ 6/30			FY 2019
	2016	2017	2018	October

Assets

Current Assets				
Balance Operating Cash	\$5,914,305	\$6,223,377	\$3,641,942	\$3,238,400
Accounts Receivable	1,885,906	2,135,332	1,702,101	1,746,610
Inventory	2,641,991	2,808,335	2,801,314	2,725,096
Prepaid Expenses	405,802	197,485	241,659	376,182
Total Current Assets	<u>\$10,848,004</u>	<u>\$11,364,529</u>	<u>\$8,387,016</u>	<u>\$8,086,287</u>
Property, Plant & Equipment	138,831,131	141,863,509	145,827,536	61,819,657
Less: Accumulated Depreciation	109,792,071	113,825,748	118,008,753	32,501,068
Net Property, Plant and Equipment	<u>\$29,039,060</u>	<u>\$28,037,761</u>	<u>\$27,818,784</u>	<u>\$29,318,589</u>
Cash Reserve Accounts	22,623,738	24,637,943	26,693,634	26,902,856
Gorham Property	-	-	-	-
Deferred Outflows of Resources	-	-	6,487	6,487
Total Assets	<u>\$62,510,802</u>	<u>\$64,040,233</u>	<u>\$62,899,434</u>	<u>\$64,314,219</u>

Liabilities

Current Liabilities				
Accounts Payable	83,895	526,605	264,400	19,197
Accrued Expenses	751,829	800,081	839,193	2,230,019
Accrued Compensated Absences	901,118	993,122	1,016,748	1,202,814
Total Current Liabilities	<u>\$1,736,842</u>	<u>\$2,319,808</u>	<u>\$2,120,341</u>	<u>\$3,452,029</u>
Other Liabilities				
Bonds - Long-Term Portion				
Accrued Landfill Close & Post Close costs	16,746,994	14,564,514	14,819,398	14,904,359
Accrued Post Retirement Benefit - Health Care	510,352	570,596	780,235	808,567
Total Liabilities	<u>\$18,994,189</u>	<u>\$17,454,918</u>	<u>\$17,719,974</u>	<u>\$19,164,956</u>

Net Assets (Equity)

Restricted - Debt Service Reserve	-	-	-	-
Total Restricted Reserves	<u>-</u>	<u>-</u>	<u>-</u>	<u>-</u>
Fund Balance (Retained Earnings)	44,640,758	43,516,613	46,424,763	45,185,947
Revenues Less Expenses (Current Year)	(1,124,146)	3,068,702	(1,238,816)	(36,684)
Total Fund Balance (Retained Earnings)	<u>43,516,613</u>	<u>46,585,314</u>	<u>45,185,947</u>	<u>45,149,263</u>
Total Net Assets (Equity)	<u>\$43,516,613</u>	<u>\$46,585,314</u>	<u>\$45,185,947</u>	<u>\$45,149,263</u>

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Statement of Cash Balances October, 2018 (FY19)

ATTACHMENT B4	12 Month Actuals @ 6/30				Bud FY 2019 @ 6/30/19	Act FY 19 @ 10/31/18	Reserves per policy	Reserve Target
	2015	2016	2017	2018				
Cash & Reserves - beginning of period	\$29,317,000	\$26,510,251	\$28,538,043	\$30,861,320	\$28,072,405	\$30,335,576		
Cash flows from operating activities:								
Net operating income	-\$1,238,109	-\$1,232,895	\$1,802,380	-\$2,623,561	-\$2,835,205	-\$263,961		
Add back: depreciation	3,804,881	4,201,984	4,177,307	4,316,892	4,103,425	1,356,591		
Add back: landfill closure costs	259,936	295,483	(2,182,480)	224,814	275,000	84,961		
Add back: Post Retirement Benefit	49,730	70,458	60,244	70,458	85,000	28,332		
Other working capital changes	(41,673)	(859,134)	388,720	194,650		1,230,293		
Net cash provided by operating activities	\$2,834,765	\$2,475,896	\$4,246,170	\$2,183,253	\$1,628,220	\$2,436,217		
Cash flows from capital and related financing activities:								
Payment of interest	\$427	\$1,983	\$0	\$0	\$0	\$0		
Repayment of long-term debt	-	-	-	-	0	0		
Repayment of capital leases	-	-	-	-	0	0		
Net cash used in capital and related financing	\$427	\$1,983	\$0	\$0	\$0	\$0		
Cash flows from investing activities:								
Receipts of interest	\$48,352	\$35,662	\$36,584	\$49,340	\$45,000	\$16,636		
Investment income	71,167	141,924	1,164,205	1,205,691	0	209,222		
Capital expenditures	(5,761,460)	(2,147,288)	(3,123,683)	(3,964,027)	(8,660,950)	(2,856,396)		
Sale of Gorham Property		1,519,615						
Net cash used in investing activities	-\$5,641,941	-\$450,087	-\$1,922,894	-\$2,708,996	-\$8,615,950	-\$2,630,538		
Net increase (decrease) in cash	(2,806,749)	2,027,792	2,323,277	(525,744)	(6,987,730)	(194,321)		
Cash & Reserves - end of period	\$26,510,251	\$28,538,043	\$30,861,320	\$30,335,576	\$21,084,675	\$30,141,255		

Cash Reserve Detail

Operating Cash Reserve	\$8,174,000	\$8,249,690	\$8,290,518	\$8,301,636	\$8,222,871	\$8,333,395	\$8,333,395	\$8,333,395
Landfill Closure Reserve	300,151	300,941	301,736	301,753	301,610	303,316	303,316	303,316
Discretionary Landfill Closure Reserve	3,922,780	6,214,445	7,712,419	9,789,027	9,560,194	9,901,088	9,901,088	22,217,000
Long Term Capital Reserve	4,049,713	4,057,653	4,520,183	4,984,354	0	5,038,201	5,038,201	5,038,201
Recycling Revenue & Cost Sharing	500,294	502,516	502,847	-	0	0	0	0
Short Term Capital Reserve	3,265,183	3,298,492	3,310,239	3,316,864	0	3,326,856	3,326,856	3,326,856
Bond Payment Reserves								
Debt Service Reserves								
Balance Operating Cash	6,298,130	5,914,305	6,223,377	3,641,942	3,000,000	3,238,400		
Total	\$26,510,251	\$28,538,043	\$30,861,320	\$30,335,576	\$21,084,675	\$30,141,255	\$26,902,856	\$39,218,768

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Capital Expenditures								
October, 2018 (FY19)								
Project		FY 2019 Budget	Project Expend YTD	FY 19 Forecast	Variance From Budget	Total Cost @ 06/30/19	In-service Date	Comments
No	Title							
	Waste-to-Energy							
1524-477-8	Boiler - Inconel Work - FY 19	350,000	305,776	\$ 365,734	(15,734)	365,734	Nov-18	In Progress
1524-	Boiler - Rapper system replacement	150,000			150,000	-		Postponed
1524-359-2	Boiler - Superheater Tube Replacements.	50,000	145,862	\$ 190,000	(140,000)	310,087	Nov-18	In Progress
1524-440-2	Delta V DCS hardware and software upgrades	75,000	40,004	\$ 75,000	-	75,000	Apr-19	In Progress
1524-029-2	x Building Improvements - Leaks, Siding, Remodeling	2,500,000	88,767	\$ 1,750,000	750,000	1,884,634	Dec-19	In Progress
1524-533-2	ESP - Rebuild plates and electrodes (1,2,3 out of 5) & Casing Repa	1,000,000	784,615	\$ 1,020,000	(20,000)	1,762,295	Nov-18	In Progress
1524-293-1	Facility Process Improvements - Engineering	250,000		\$ -	250,000	-	Dec-19	Postponed FY19
1524-372-2	x Refuse Crane - Replacement			\$ -	-	1,415,121	Jun-18	Complete
1524-549-1	Equipment - UPS Replacement	65,000		\$ 65,000	-	162,210	Jun-18	In Progress
1524-505-2	x Fire Alarm Design and Installation		2,095	\$ 100,000	(100,000)	100,395	Jun-19	In Progress
1524-554-1	Boiler - Suspension system inspection and adjustment	150,000		\$ 150,000	-	150,000	Jun-19	
1524-375-2	Building - Tipping hall bay 7 modifications & structural repairs	150,000		\$ 150,000	-	150,000	Feb-19	
1524-560-1	Equipment - Replacement grapple for refuse crane	80,000		\$ 80,000	-	80,000	Dec-19	
1524-481-2	x 480 volt switchgear		42,485	\$ 42,485	(42,485)	42,485	Jul-18	Complete
	Subtotal WTE	4,820,000	1,409,603	3,988,219	831,781	6,497,960		
	Recycle							
1527-468-4	x Equipment - Harris Baler Reline Plates & Hardware			33,700	(33,700)	59,978	Apr-19	In Process
1527-394-4	x Equipment - Install B-1 Drum Feeder Belt			20,000	(20,000)	20,000	Apr-19	In Process
1527-381-3	x Equipment - Upper ONP Deck	300,000	46,073	300,000	-	300,000	Dec-19	In Process
1527-555-1	Building - Replace Lower Roof Top Heat/Ac Unit	30,000		30,000	-	30,000	Nov-18	In Process
1527-556-1	Engineering Design - Rear Loading Ramp Replacement	15,000		15,000	-	15,000	Jun-19	
1527-463-4	Equipment - American Baler Reline	20,000		20,000	-	20,000	Apr-19	
1527-557-1	Equipment - Stairway to Maint Shop Messanine	25,000		25,000	-	25,000	Apr-19	
1527-492-3	Equipment - Roll off Container Replacements	32,000		32,000	-	32,000	Jun-19	
	Fire Alarm - Prevention, Detection, Response			100,000		100,000	Jun-19	In Process
	Subtotal Recycle	422,000	46,073	575,700	(53,700)	767,687		
	Landfill							
1525-499-4	Land - Construction East Expansion	2,750,000	1,220,597	2,750,000	-	2,750,000	Nov-18	
1525-499-5	Land - Construction Management East Expansion	300,000	166,676	249,800	50,200	249,800	Nov-18	
1525-548-1	Land - GeoTech Monitoring Settlement Platforms	21,950	3,500	21,950	-	21,950	Oct-18	
1525-550-1	Land - Phase One Settlement Berm	16,000		16,000	-	16,000	Jun-19	
	Land - Geomembrane cover	20,000		-	20,000	-		Cancelled
1526-553-1	Vehicles - Ash Truck	190,000		-	190,000	-		Purchased in fy18
1526-560-1	Vehicles - Snow Plow		3,351	16,000	(16,000)	16,000	Dec-18	In Process
	Subtotal Landfill	3,297,950	1,394,124	3,053,750	244,200	3,053,750		
	Administration							
1524-526-1	Building - Scale house Replacement		2,674	2,674	(2,674)	753,884		Complete
1524-526-2	x Building - Scale House Sign		2,000	13,000	(13,000)	20,420	Nov-18	In Progress
1524-558-1	Equipment - Signs for WTE & Recycle facilities	30,000		30,000	-	30,000	Jun-19	
1528-559-1	Systems - ADP Time Clock Migration	16,000		16,000	-	16,000	Jun-19	In Progress
1528-500-5	Systems - Software Upgrades & Fixed asset upgrades	75,000		75,000	-	75,000	Jun-19	
1528-525-1	Systems - Software Upgrades		1,923	1,923	(1,923)	209,659		Complete
	Subtotal Administration	121,000	6,597	138,597	(17,597)	1,104,963		
	Total All Areas	\$8,660,950	\$2,856,396	\$7,756,266	\$1,004,684	\$11,424,361		
	x Project carried over from prior year because they are not finished yet							
	* A project is complete when it goes in service and not when the money is necessarily spent.							

ecomaine 10/31/18						
Accounts Receivables						
Date	Item	Current	31-60 Days	61-90 Days	91 & Over Days	Total
01/31/18	Balances	\$1,689,181	\$170,520	\$78,128	\$59,533	\$1,997,362
	%	84.6%	8.5%	3.9%	3.0%	100.0%
02/28/18	Balances	\$1,607,753	\$372,687	\$70,297	\$105,129	\$2,155,867
	%	74.6%	17.3%	3.3%	4.9%	100.0%
03/31/18	Balances	\$1,348,724	\$203,172	\$52,683	\$55,067	\$1,659,646
	%	81.3%	12.2%	3.2%	3.3%	100.0%
04/30/18	Balances	\$1,292,975	\$106,321	\$58,989	\$58,979	\$1,517,264
	%	85.2%	7.0%	3.9%	3.9%	100.0%
05/31/18	Balances	\$1,459,737	\$246,175	\$48,152	\$97,146	\$1,851,211
	%	78.9%	13.3%	2.6%	5.2%	100.0%
06/30/18	Balances	\$1,350,831	\$213,044	\$41,534	\$93,286	\$1,698,696
	%	79.5%	12.5%	2.4%	5.5%	100.0%
07/31/18	Balances	\$1,478,110	\$118,594	\$83,998	\$65,054	\$1,745,755
	%	84.7%	6.8%	4.8%	3.7%	100.0%
08/31/18	Balances	\$1,675,182	\$229,475	\$71,398	\$61,250	\$2,037,306
	%	82.2%	11.3%	3.5%	3.0%	100.0%
09/30/18	Balances	\$1,407,324	\$273,405	\$57,807	\$39,289	\$1,777,824
	%	79.2%	15.4%	3.3%	2.2%	100.0%
10/31/18	Balances	\$1,455,267	\$196,924	\$86,674	\$55,855	\$1,794,720
	%	81.1%	11.0%	4.8%	3.1%	100.0%

Note: The Allowance for Doubtful Accounts & 1217 IRS are not included in the above.