

**Orange County Department of Education  
District Fiscal Services**

**PUBLIC DISCLOSURE OF COLLECTIVE BARGAINING AGREEMENT  
in Accordance with AB 1200 (Chapter 1213/1991), GC 3547.5, and CCR, Title V, Section 15449**

Irvine Unified School District - California School Employees Association,  
**School District - Bargaining Unit:** Chapter 517 (CSEA)

**Certificated, Classified, Other:** Classified

The proposed agreement covers the period beginning: July 1, 2016 and ending: June 30, 2019  
(date) (date)

The Governing Board will act upon this agreement on: October 18, 2016  
(date)

**A. Proposed Change in Compensation**

Compensation	Annual Cost Prior to Proposed Agreement  FY	Fiscal Impact of Proposed Agreement		
		Year 1 Increase/(Decrease) FY	Year 2 Increase/(Decrease) FY	Year 3 Increase/(Decrease) FY
1 Salary Schedule Increase (Decrease)		\$ 1,684,985		\$ -
		3.70%	0.00%	0.00%
2 Step and Column Increase (Decrease) Due to movement plus any changes due to settlement	\$ -	\$ -	\$ -	\$ -
		0.00%	0.00%	0.00%
3 Other Compensation - Increase (Decrease) (Stipends, Bonuses, Longevity, Overtime, etc.)  Description of other compensation	\$ -	\$ 546,482	\$ (546,482)	\$ -
		1.20%	-1.20%	0.00%
4 Statutory Benefits - STRS, PERS, FICA, WC, UI, Medicare etc.		\$ 548,691	\$ (134,373)	\$ -
		4.90%	-1.20%	0.00%
5 Health/Welfare Plans			\$ -	\$ -
		0.00%	0.00%	0.00%
6 Total Compensation - Increase (Decrease) (Total Lines 1-5)	\$ -	\$ 2,780,158	\$ (680,855)	\$ -
7 Total Number of Represented Employees (Use FTEs if appropriate)		0	0	0
8 Total Compensation <u>Average</u> Cost per Employee	\$ -	\$ -	\$ -	\$ -
		0.00%	0.00%	0.00%

9. What was the negotiated percentage increase approved? For example, if the increase in "Year 1" was for less than a full year, what is the annualized percentage of that increase for "Year 1"?

Effective July 1, 2016, the salary schedule shall be increased by 3.7%. In addition, bargaining unit members shall receive a one-time 1.2% off-schedule payment based on the newly ratified 2016-17 salary schedule.

10. Were any additional steps, columns, or ranges added to the schedules? (If yes, please explain.)

No

11. Please include comments and explanations as necessary.

N/A

- 
12. Does this bargaining unit have a negotiated cap for Health and Welfare benefits? Yes ☒ No ☐

If yes, please describe the cap amount.

The District's contribution for health and welfare benefits for the 2016/17 school year will remain at \$10,143.

- B. Proposed Negotiated Changes in Noncompensation Items** (i.e., class size adjustments, staff development days, teacher prep time, classified staffing ratios, etc.)

N/A

- C. What are the specific impacts on instructional and support programs to accommodate the settlement?**

Include the impact of changes such as staff reductions or increases, program reductions or increases, elimination or expansion of other services or programs (i.e., counselors, librarians, custodial staff, etc.)

N/A

- D. What contingency language is included in the proposed agreement?** Include specific areas identified reopeners, applicable fiscal years, and specific contingency language.

N/A

- E. Will this agreement create, increase or decrease deficit financing in the current or subsequent year(s)?**  
"Deficit Financing" is defined to exist when a fund's expenditures and other financing uses exceed its revenues and other financing sources in a given year. If yes, explain the amounts and justification for doing so.

The agreement will result in a planned deficit spending though 2017/18.

- F. Identify other major provisions that do not directly affect the district's costs, such as binding arbitrations, grievance procedures, etc.**

N/A

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**G. Source of Funding for Proposed Agreement**

**1. Current Year**

Increase in revenues due to LCFF for the on-going expenditures. The District will utilize reserves for the one-time expenditures.

- 2. If this is a single year agreement, how will the ongoing cost of the proposed agreement be funded in subsequent years (i.e., what will allow the district to afford this contract)?**

Increase in revenues due to LCFF for the on-going expenditures. The District will utilize reserves for the one-time expenditures.

- 3. If this is a multiyear agreement, what is the source of funding, including assumptions used, to fund these obligations in subsequent years? (Remember to include compounding effects in meeting obligations.)**

N/A



## H. IMPACT OF PROPOSED AGREEMENT ON CURRENT YEAR OPERATING BUDGET

### Unrestricted General Fund

Enter Bargaining Unit: **California School Employees Association, Chapter 517 (CSEA)**

	Column 1	Column 2	Column 3	Column 4
	Latest Board- Approved Budget Before Settlement (As of 7/1/16 )	Adjustments as a Result of Settlement	Other Revisions	Total Current Budget (Columns 1+2+3)
<b>REVENUES</b>				
Local Control Funding Formula Sources (8010-8099)	\$ 260,024,853	\$ -	\$ -	\$ 260,024,853
Remaining Revenues (8100-8799)	\$ 23,107,366	\$ -	\$ -	\$ 23,107,366
<b>TOTAL REVENUES</b>	\$ 283,132,219	\$ -	\$ -	\$ 283,132,219
<b>EXPENDITURES</b>				
Certificated Salaries (1000-1999)	\$ 122,787,408		\$ -	\$ 122,787,408
Classified Salaries (2000-2999)	\$ 33,994,255	\$ 1,351,988	\$ -	\$ 35,346,243
Employee Benefits (3000-3999)	\$ 47,225,081	\$ 332,427	\$ -	\$ 47,557,508
Books and Supplies (4000-4999)	\$ 13,953,278	\$ -	\$ -	\$ 13,953,278
Services, Other Operating Expenses (5000-5999)	\$ 15,171,795	\$ -	\$ -	\$ 15,171,795
Capital Outlay (6000-6599)	\$ 143,652	\$ -	\$ -	\$ 143,652
Other Outgo (7100-7299) (7400-7499)	\$ 1,941,848	\$ -	\$ -	\$ 1,941,848
Direct Support/Indirect Cost (7300-7399)	\$ (1,872,133)	\$ -	\$ -	\$ (1,872,133)
Other Adjustments				
<b>TOTAL EXPENDITURES</b>	\$ 233,345,184	\$ 1,684,415	\$ -	\$ 235,029,599
<b>OPERATING SURPLUS (DEFICIT)</b>	\$ 49,787,035	\$ (1,684,415)	\$ -	\$ 48,102,620
<b>TRANSFERS IN &amp; OTHER SOURCES (8910-8979)</b>	\$ 227,073	\$ -	\$ -	\$ 227,073
<b>TRANSFERS OUT &amp; OTHER USES (7610-7699)</b>	\$ 2,709,965	\$ -	\$ -	\$ 2,709,965
<b>CONTRIBUTIONS (8980-8999)</b>	\$ (42,834,723)	\$ -	\$ -	\$ (42,834,723)
<b>CURRENT YEAR INCREASE (DECREASE) IN FUND BALANCE</b>	\$ 4,469,420	\$ (1,684,415)	\$ -	\$ 2,785,005
<b>BEGINNING BALANCE</b>	\$ 49,258,496			\$ 49,258,496
Prior-Year Adjustments/Restatements (9793/9795)	\$ -			\$ -
<b>CURRENT-YEAR ENDING BALANCE</b>	\$ 53,727,916	\$ 52,043,501	\$ 52,043,501	\$ 52,043,501
<b>COMPONENTS OF ENDING BALANCE:</b>				
Nonspendable Reserves (9711-9719)	\$ 525,000	\$ -	\$ -	\$ 525,000
Restricted Reserves (9740)	\$ -	\$ -	\$ -	\$ -
Stabilization Arrangements (9750)	\$ -	\$ -	\$ -	\$ -
Other Commitments (9760)	\$ -	\$ -	\$ -	\$ -
Other Assignments (9780)	\$ 27,270,932	\$ (1,684,415)	\$ -	\$ 25,586,517
Reserve for Economic Uncertainties (9789)	\$ 6,463,000	\$ -	\$ -	\$ 6,463,000
Unassigned/Unappropriated (9790)	\$ 19,468,984	\$ -	\$ -	\$ 19,468,984

\* Please see question on page 7.

## H. IMPACT OF PROPOSED AGREEMENT ON CURRENT YEAR OPERATING BUDGET

### Restricted General Fund

Enter Bargaining Unit: **California School Employees Association, Chapter 517 (CSEA)**

	Column 1	Column 2	Column 3	Column 4
	Latest Board- Approved Budget Before Settlement (As of 7/1/16 )	Adjustments as a Result of Settlement	Other Revisions	Total Current Budget (Columns 1+2+3)
<b>REVENUES</b>				
Local Control Funding Formula Sources (8010-8099)	\$ -	\$ -	\$ -	\$ -
Remaining Revenues (8100-8799)	\$ 44,691,682	\$ -	\$ -	\$ 44,691,682
<b>TOTAL REVENUES</b>	\$ 44,691,682	\$ -	\$ -	\$ 44,691,682
<b>EXPENDITURES</b>				
Certificated Salaries (1000-1999)	\$ 30,482,472		\$ -	\$ 30,482,472
Classified Salaries (2000-2999)	\$ 19,286,067	\$ 879,493	\$ -	\$ 20,165,560
Employee Benefits (3000-3999)	\$ 20,935,828	\$ 216,250	\$ -	\$ 21,152,078
Books and Supplies (4000-4999)	\$ 3,398,272	\$ -	\$ -	\$ 3,398,272
Services, Other Operating Expenses (5000-5999)	\$ 7,739,922	\$ -	\$ -	\$ 7,739,922
Capital Outlay (6000-6599)	\$ 645,221	\$ -	\$ -	\$ 645,221
Other Outgo (7100-7299) (7400-7499)	\$ 1,345,019	\$ -	\$ -	\$ 1,345,019
Direct Support/Indirect Cost (7300-7399)	\$ 1,657,721	\$ -	\$ -	\$ 1,657,721
Other Adjustments				
<b>TOTAL EXPENDITURES</b>	\$ 85,490,522	\$ 1,095,743	\$ -	\$ 86,586,265
<b>OPERATING SURPLUS (DEFICIT)</b>	\$ (40,798,840)	\$ (1,095,743)	\$ -	\$ (41,894,583)
<b>TRANSFERS IN &amp; OTHER SOURCES (8910-8979)</b>	\$ -	\$ -	\$ -	\$ -
<b>TRANSFERS OUT &amp; OTHER USES (7610-7699)</b>	\$ 1,565,000	\$ -	\$ -	\$ 1,565,000
<b>CONTRIBUTIONS (8980-8999)</b>	\$ 42,834,723	\$ -	\$ -	\$ 42,834,723
<b>CURRENT YEAR INCREASE (DECREASE) IN FUND BALANCE</b>	\$ 470,883	\$ (1,095,743)	\$ -	\$ (624,860)
<b>BEGINNING BALANCE</b>	\$ 15,114,115			\$ 15,114,115
Prior-Year Adjustments/Restatements (9793/9795)	\$ -			\$ -
<b>CURRENT-YEAR ENDING BALANCE</b>	\$ 15,584,998	\$ 14,489,255	\$ 14,489,255	\$ 14,489,255
<b>COMPONENTS OF ENDING BALANCE:</b>				
Nonspendable Reserves (9711-9719)	\$ -	\$ -	\$ -	\$ -
Restricted Reserves (9740)	\$ 15,584,998	\$ (1,095,743)	\$ -	\$ 14,489,255
Stabilization Arrangements (9750)	\$ -	\$ -	\$ -	\$ -
Other Commitments (9760)	\$ -	\$ -	\$ -	\$ -
Other Assignments (9780)	\$ -	\$ -	\$ -	\$ -
Reserve for Economic Uncertainties (9789)	\$ -	\$ -	\$ -	\$ -
Unassigned/Unappropriated (9790)	\$ -	\$ -	\$ -	\$ -

\* Please see question on page 7.



## H. IMPACT OF PROPOSED AGREEMENT ON CURRENT YEAR OPERATING BUDGET

### Combined General Fund

Enter Bargaining Unit: **California School Employees Association, Chapter 517 (CSEA)**

	Column 1	Column 2	Column 3	Column 4
	Latest Board- Approved Budget Before Settlement (As of 7/1/16 )	Adjustments as a Result of Settlement	Other Revisions	Total Current Budget (Columns 1+2+3)
<b>REVENUES</b>				
Local Control Funding Formula Sources (8010-8099)	\$ 260,024,853	\$ -	\$ -	\$ 260,024,853
Remaining Revenues (8100-8799)	\$ 67,799,048	\$ -	\$ -	\$ 67,799,048
<b>TOTAL REVENUES</b>	\$ 327,823,901	\$ -	\$ -	\$ 327,823,901
<b>EXPENDITURES</b>				
Certificated Salaries (1000-1999)	\$ 153,269,880	\$ -	\$ -	\$ 153,269,880
Classified Salaries (2000-2999)	\$ 53,280,322	\$ 2,231,481	\$ -	\$ 55,511,803
Employee Benefits (3000-3999)	\$ 68,160,909	\$ 548,677	\$ -	\$ 68,709,586
Books and Supplies (4000-4999)	\$ 17,351,550	\$ -	\$ -	\$ 17,351,550
Services, Other Operating Expenses (5000-5999)	\$ 22,911,717	\$ -	\$ -	\$ 22,911,717
Capital Outlay (6000-6599)	\$ 788,873	\$ -	\$ -	\$ 788,873
Other Outgo (7100-7299) (7400-7499)	\$ 3,286,867	\$ -	\$ -	\$ 3,286,867
Direct Support/Indirect Cost (7300-7399)	\$ (214,412)	\$ -	\$ -	\$ (214,412)
Other Adjustments				
<b>TOTAL EXPENDITURES</b>	\$ 318,835,706	\$ 2,780,158	\$ -	\$ 321,615,864
<b>OPERATING SURPLUS (DEFICIT)</b>	\$ 8,988,195	\$ (2,780,158)	\$ -	\$ 6,208,037
<b>TRANSFERS IN &amp; OTHER SOURCES (8910-8979)</b>	\$ 227,073	\$ -	\$ -	\$ 227,073
<b>TRANSFERS OUT &amp; OTHER USES (7610-7699)</b>	\$ 4,274,965	\$ -	\$ -	\$ 4,274,965
<b>CONTRIBUTIONS (8980-8999)</b>	\$ -	\$ -	\$ -	\$ -
<b>CURRENT YEAR INCREASE (DECREASE) IN FUND BALANCE</b>	\$ 4,940,303	\$ (2,780,158)	\$ -	\$ 2,160,145
<b>BEGINNING BALANCE</b>	\$ 64,372,611			\$ 64,372,611
Prior-Year Adjustments/Restatements (9793/9795)	\$ -			\$ -
<b>CURRENT-YEAR ENDING BALANCE</b>	\$ 69,312,914	\$ 66,532,756	\$ 66,532,756	\$ 66,532,756
<b>COMPONENTS OF ENDING BALANCE:</b>				
Nonspendable Reserves (9711-9719)	\$ 525,000	\$ -	\$ -	\$ 525,000
Restricted Reserves (9740)	\$ 15,584,998	\$ (1,095,743)	\$ -	\$ 14,489,255
Stabilization Arrangements (9750)	\$ -	\$ -	\$ -	\$ -
Other Commitments (9760)	\$ -	\$ -	\$ -	\$ -
Other Assignments (9780)	\$ 27,270,932	\$ (1,684,415)	\$ -	\$ 25,586,517
Reserve for Economic Uncertainties (9789)	\$ 6,463,000	\$ -	\$ -	\$ 6,463,000
Unassigned/Unappropriated (9790)	\$ 19,468,984	\$ -	\$ -	\$ 19,468,984

\* Please see question on page 7.

**I. IMPACT OF PROPOSED AGREEMENT ON SUBSEQUENT YEARS****Combined General Fund**Enter Bargaining Unit: **California School Employees Association, Chapter 517 (CSEA)**

	2016-17	2017-18	2018-19
	Total Current Budget After Settlement	First Subsequent Year After Settlement	Second Subsequent Year After Settlement
<b>REVENUES</b>			
Local Control Funding Formula Sources (8010-8099)	\$ 260,024,853	\$ 279,947,205	\$ 292,571,517
Remaining Revenues (8100-8799)	\$ 67,799,048	\$ 59,062,981	\$ 58,171,294
<b>TOTAL REVENUES</b>	\$ 327,823,901	\$ 339,010,187	\$ 350,742,811
<b>EXPENDITURES</b>			
Certificated Salaries (1000-1999)	\$ 153,269,880	\$ 165,542,567	\$ 161,258,133
Classified Salaries (2000-2999)	\$ 55,511,803	\$ 56,513,504	\$ 55,874,867
Employee Benefits (3000-3999)	\$ 68,709,586	\$ 74,457,245	\$ 79,040,749
Books and Supplies (4000-4999)	\$ 17,351,550	\$ 16,355,869	\$ 13,422,843
Services, Other Operating Expenses (5000-5999)	\$ 22,911,717	\$ 23,560,655	\$ 23,891,353
Capital Outlay (6000-6999)	\$ 788,873	\$ 2,137,764	\$ 805,899
Other Outgo (7100-7299) (7400-7499)	\$ 3,286,867	\$ 2,928,391	\$ 2,928,391
Direct Support/Indirect Cost (7300-7399)	\$ (214,412)	\$ (214,412)	\$ (214,412)
Other Adjustments		\$	\$
<b>TOTAL EXPENDITURES</b>	\$ 321,615,864	\$ 341,281,583	\$ 337,007,823
<b>OPERATING SURPLUS (DEFICIT)</b>	\$ 6,208,037	\$ (2,271,397)	\$ 13,734,988
<b>TRANSFERS IN &amp; OTHER SOURCES (8910-8979)</b>	\$ 227,073	\$ 227,073	\$ 227,073
<b>TRANSFERS OUT &amp; OTHER USES (7610-7699)</b>	\$ 4,274,965	\$ 3,909,965	\$ 3,909,965
<b>CURRENT YEAR INCREASE (DECREASE) IN FUND BALANCE</b>	\$ 2,160,145	\$ (5,954,289)	\$ 10,052,096
<b>BEGINNING BALANCE</b>	\$ 64,372,611	\$ 66,532,756	\$ 60,578,468
<b>CURRENT-YEAR ENDING BALANCE</b>	\$ 66,532,756	\$ 60,578,468	\$ 70,630,564
<b>COMPONENTS OF ENDING BALANCE:</b>			
Nonspendable Reserves (9711-9719)	\$ 525,000	\$ 525,000	\$ 525,000
Restricted Reserves (9740)	\$ 14,489,255	\$ 8,307,042	\$ 8,912,819
Stabilization Arrangements (9750)	\$ -	\$ -	\$ -
Other Commitments (9760)	\$ -	\$ -	\$ -
Other Assignments (9780)	\$ 25,586,517	\$ 43,791,743	\$ 55,539,682
Reserve for Economic Uncertainties (9789)	\$ 6,463,000	\$ 6,979,071	\$ 6,776,754
Unassigned/Unappropriated (9790)	\$ 19,468,984	\$ -	\$ -



**J. IMPACT OF PROPOSED AGREEMENT ON UNRESTRICTED RESERVES****1. State Reserve Standard**

		2016-17	2017-18	2018-19
a.	Total Expenditures, Transfers Out, and Uses (Including Cost of Proposed Agreement)	\$ 325,890,829	\$ 345,191,548	\$ 340,917,788
b.	State Standard Minimum Reserve Percentage for this District enter percentage:	0.00%	0.00%	0.00%
c.	State Standard Minimum Reserve Amount for this District (For districts with less than 1,001 ADA, this is the greater of Line a, times Line b. OR \$50,000	\$ -	\$ -	\$ -

**2. Budgeted Unrestricted Reserve (After Impact of Proposed Agreement)**

a.	General Fund Budgeted Unrestricted Reserve for Economic Uncertainties (9789)	\$ 6,463,000	\$ 6,979,071	\$ 6,776,754
b.	General Fund Budgeted Unrestricted Unassigned/Unappropriated Amount (9790)	\$ 19,468,984	\$ -	\$ -
c.	Special Reserve Fund (Fund 17) Budgeted Reserve for Economic Uncertainties (9789)	\$	\$	\$
d.	Special Reserve Fund (Fund 17) Budgeted Unassigned/Unappropriated Amount (9790)	\$	\$	\$
g.	Total Available Reserves	\$ 25,931,984	\$ 6,979,071	\$ 6,776,754
h.	Reserve for Economic Uncertainties Percentage	2.0%	2.0%	2.0%

**3. Do unrestricted reserves meet the state minimum reserve amount?**

2016-17

Yes

☒

No

☐

2017-18

Yes

☒

No

☐

2018-19

Yes

☒

No

☐**4. If no, how do you plan to restore your reserves?**



5. If the total amount of the adjustment in Column 2 on Page 4 does not agree with the amount of the Total Compensation Increase in Section A, Line 6, Page 1 (i.e., increase was partially budgeted), explain the variance below:

6. Please include any additional comments and explanations of Page 4 as necessary:

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Budget adjustments will be incorporated with the 1st Interim budget report.

**K. CERTIFICATION NO. 1: CERTIFICATION OF THE DISTRICT'S ABILITY TO MEET THE COSTS OF COLLECTIVE BARGAINING AGREEMENT**

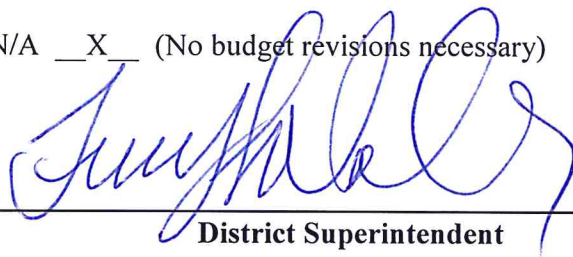
The disclosure document must be signed by the District Superintendent and Chief Business Officer at the time of public disclosure.

In accordance with the requirements of Government Code Section 3547.5, the Superintendent and Chief Business Officer of the Irvine Unified School District, hereby certify that the District can meet the costs incurred under the Collective Bargaining Agreement between the District and the California School Employees Association, Chapter 517 (CSEA) Bargaining Unit, during the term of the agreement from July 1, 2016 to June 30, 2019.

The budget revisions necessary to meet the costs of the agreement in each year of its term are as follows:

<u>Budget Adjustment Categories:</u>	<u>Budget Adjustment Increase (Decrease)</u>
<u>Revenues/Other Financing Sources</u>	<u></u>
<u>Expenditures/Other Financing Uses</u>	<u>-</u>
<u>Ending Balance Increase (Decrease)</u>	<u>-</u>

N/A ☒ (No budget revisions necessary)

  
\_\_\_\_\_  
District Superintendent  
(Signature)

October 12, 2016  
\_\_\_\_\_  
Date

  
\_\_\_\_\_  
Chief Business Officer  
(Signature)

October 12, 2016  
\_\_\_\_\_  
Date



**L. CERTIFICATION NO. 2**

The disclosure document must be signed by the district Superintendent or designee at the time of public disclosure and by the President or Clerk of the Governing Board at the time of formal board action on the proposed agreement.

The information provided in this document summarizes the financial implications of the proposed agreement and is submitted to the Governing Board for public disclosure of the major provisions of the agreement (as provided in the "Public Disclosure of Proposed Bargaining Agreement") in accordance with the requirements of AB 1200 and Government Code Section 3547.5.

\_\_\_\_\_  
**District Superintendent (or Designee)**  
**(Signature)**

\_\_\_\_\_  
**Date**

\_\_\_\_\_  
**President or Clerk of Governing Board**  
**(Signature)**

\_\_\_\_\_  
**Date**

Susana Lopez, Director Fiscal Services  
**Contact Person**

949-936-5023  
**Phone**

COST OF 1% (Includes Benefits) - As of 16/17 Adopted Budget - B1

	Unrestricted	Restricted	TOTAL
ITA	1,293,157	289,295	1,582,452
CSEA	343,758	223,621	567,379
Supervisors	17,817	9,168	26,985
AAP	35,471	4,245	39,716
Mgmt/Conf	170,920	70,841	241,760
TOTAL	1,861,123	597,170	2,458,293

Certificated Benefits = 17.08%  
 Classified Benefits = 24.588%

	1.2	\$	2,949,951
2	\$		4,916,585
3	\$		7,374,878
3.2	\$		7,866,536
3.3	\$		8,112,366
3.4	\$		8,358,195
3.5	\$		8,604,024
3.6	\$		8,849,853
3.7	\$		9,095,683
4.2	\$		10,324,829
5.5	\$		13,520,609
6	\$		14,749,756
4	\$		9,833,171

3.7		1.2		Total Cost
Unrestricted	Restricted	Unrestricted	Restricted	
\$ 4,784,682	\$ 1,070,392	\$ 1,551,789	\$ 347,154	\$ 7,754,016
\$ 1,271,905	\$ 827,398	\$ 412,510	\$ 268,345	\$ 2,780,158
\$ 65,923	\$ 33,922	\$ 21,380	\$ 11,002	\$ 132,227
\$ 131,241	\$ 15,707	\$ 42,565	\$ 5,094	\$ 194,607
\$ 632,403	\$ 262,110	\$ 205,104	\$ 85,009	\$ 1,184,626
\$ 6,886,154	\$ 2,209,529	\$ 2,233,347	\$ 716,604	\$ 12,045,634

\$ 300,000.00 1-time to BMB  
 \$ 3,249,951.16 Total 1-Time Cost