



POST ACTION AGENDA NOTICE

NOTICE OF THE WORK STUDY SESSION OF THE FOUNTAIN HILLS TOWN COUNCIL

Mayor Linda M. Kavanagh

Councilmember Dennis Brown

Councilmember Nick DePorter

Councilmember Cassie Hansen

Vice Mayor Henry Leger

Councilmember Alan Magazine

Councilmember Cecil A. Yates

TIME: 5:30 P.M.

WHEN: TUESDAY, JUNE 14, 2016

WHERE: FOUNTAIN HILLS COUNCIL CHAMBERS

16705 E. AVENUE OF THE FOUNTAINS, FOUNTAIN HILLS, AZ

Councilmembers of the Town of Fountain Hills will attend either in person or by telephone conference call; a quorum of the Town's various Commissions or Boards may be in attendance at the Work-Study Session.

ALL WORK-STUDY ITEMS LISTED ARE FOR DISCUSSION ONLY. NO ACTION CAN OR WILL BE TAKEN.

The primary purpose of work session meetings is to provide the Town Council with the opportunity for in-depth discussion and study of specific subjects. Public comment is not provided for on the Agenda and may be made only as approved by consensus of the Council. In appropriate circumstances, a brief presentation may be permitted by a member of the public or another interested party on an Agenda item if invited by the Mayor or the Town Manager to do so. The Presiding Officer may limit or end the time for such presentations.

AGENDA

- **CALL TO ORDER AND ROLL CALL** – Mayor Linda M. Kavanagh **5:30 PM**
- 1. **DISCUSSION** of legal service options for the Town of Fountain Hills. **NO ACTION TAKEN**
- 2. **ADJOURNMENT. 7:30 PM**

DATED this 9th day of June, 2016.

Bevelyn J. Bender, Town Clerk

The Town of Fountain Hills endeavors to make all public meetings accessible to persons with disabilities. Please call 480-816-5100 (voice) or 1-800-367-8939 (TDD) 48 hours prior to the meeting to request a reasonable accommodation to attend this meeting or to obtain agenda information in large print format. Supporting documentation and staff reports furnished the council with this agenda are available for review in the Clerk's office.



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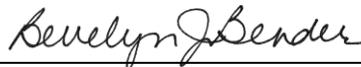
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TOWN OF FOUNTAIN HILLS LEGAL SERVICES Work Study Session



Grady Miller, Town Manager

June 14, 2016

Background

- At the request of Town Council, staff has researched the cost of Town Attorney legal services for the Town of Fountain Hills
- Staff has compiled comparative cost data from nine other Arizona cities and towns in the same population category (10,000 – 49,999)
- Legal services for cities/towns = two general categories:
 - Criminal: (Prosecutor & Public Defender):
 - Prosecution of misdemeanor crimes that occur within the Town's boundaries and ensure defendants receive fair representation
 - Civil: (typically the Town Attorney)
 - Represents the Town, ensures compliance with state and federal laws, and provides legal advice

Background

- Town attorney legal services for the Town of Fountain Hills have been provided by Gust Rosenfeld PLC for many years
- These services are related to “Civil” – not “Criminal” matters
- Many of the functions provided are listed on the next slide and included in the handouts/packets

Scope of Civil Legal Services:

- Drafting ordinances and resolutions
- Planning and Zoning
- Drafting and negotiating contracts
- Property law
- Reviewing agendas and minutes
- Code enforcement
- Review of documents generated by town staff
- Development agreements
- Procurement
- Environmental law
- Water law
- Election law
- Annexations
- Bond borrower and issuance
- Intergovernmental agreements
- Public bidding and contracts
- Wireless telecommunication
- Cable and franchise law
- Personnel and employee related issues
- Employee benefits
- Improvement and community facilities districts
- General municipal, state, and federal law
- Attendance and compliance review of town council and other board/commission meetings
- Representation of the town before administrative boards

Comparative Process

- Staff compared Town Attorney costs (civil)
 - Staff utilized the latest (2016) *League of Arizona Cities and Towns Salary Survey*, as a starting point; however we found that cities/towns listed their expenditures in a variety of ways
 - “Contract” in some cases, meant the Town Attorney had an employment contract; whereas in other cases it meant there was a professional services (outsource) arrangement
 - Salary listings did not include benefits
 - Civil and criminal expenditures were mixed

Comparative Process

- Through emails, phone conversations, and budget report analysis; staff manually broke apart civil expenditures from criminal/prosecutor expenditures, determined whether there were professional service contracts, and accounted for benefits/ere, etc.
- As a result, both civil and criminal legal costs were included in the comparison table

Other Process Notes

- There is likely no other Town/City that is a perfect comparison to Fountain Hills and even the inclusion of nine other cities does not guarantee perfection; however the cities/towns included represent a cross-sectional sample that can hopefully help aid in the discussion
- Reviewed League Survey of Cities/Towns are in the same population category as the Town of Fountain Hills (populations between 10,000 and 49,999) that were generally located in the Phoenix or Tucson metro areas (with the exception of Kingman, Payson, and Florence)
- City/Town data was from the most recent information available
 - FY 2016 or 2017 Budgeted

Towns and Cities Included in Survey/Comparison

- Oro Valley (43,565 pop.)
- Marana (41,315 pop.)
- Apache Junction (38,074 pop.)
- Queen Creek (34,614 pop.)
- Florence (31,110 pop.)
- Kingman (28,912 pop.)
- Sahuarita (25,707 pop.)
- ***Fountain Hills*** (23,899 pop.)
- Payson (15,345 pop.)
- Paradise Valley (13,922 pop.)

Four-Year Civil Legal Services Cost

<u>Fiscal Year</u>	<u>Gust Rosenfeld General Services</u>	<u>Gust Rosenfeld Bonding Services</u>	<u>Gust Rosenfeld Total (General + Bond) Services</u>	<u>Subscriptions (Statute Publications - Thompson Reuters)</u>	<u>Total</u>
2013	\$254,391	\$3,840	\$258,231	\$4,110	\$262,341
2014	\$255,291	\$2,910	\$258,201	\$3,616	\$261,817
2015	\$296,947	\$71,299	\$368,246	\$3,639	\$371,885
2016*	\$298,000	\$0	\$298,000	\$4,000	\$302,000
4 Year Average	\$276,157	\$19,512	\$295,670	\$3,841	\$299,511

*2016 = Projection of actuals

Findings (See spreadsheet)

- “IN-HOUSE” vs. “CONTRACTED”
- FTE COUNT of IN-HOUSE STAFF
- TOWN ATTORNEY POSITION COST
- OVERALL CIVIL LEGAL SERVICES COST

- CRIMINAL/PROSECUTOR LEGAL SERVICES
 - Not main focus of comparison

Findings – “IN-HOUSE” vs. “CONTRACTED”

- Eight of the Nine Cities/Towns surveyed have “In-House” staff for civil legal services
 - Even with in-house staff, cities/towns averaged \$119,050 per year on outside legal services firms
 - Town of Florence has been spending more on outsourcing law expertise than on internal staff due to a large lawsuit that is outside the scope of internal staff
 - Town of Sahuarita switched from contracted to in-house legal staff in mid-2006; Civil legal expenditures increased by 44% from pre in-house levels
 - Town of Oro Valley outsources their Town Attorney function to an outside firm, but this function is limited to mainly attendance at Council meetings

Findings – FTE Employees

- Eight Cities/Towns surveyed employed “In-House” staff for civil legal services – (including Town Attorney except for Oro Valley)
 - AVERAGE FTE COUNT = 2.83
 - RANGE = 1.5 – 4.3 FTE
 - HIGHEST = Marana (4.3 FTE)
 - LEAST = Paradise Valley (1.5 FTE)

Findings – Town Attorney

- Seven Cities/Towns employed an “In-House” City/Town Attorney
 - AVERAGE COST; IN-HOUSE CITY/TOWN ATTORNEY
= \$189,136
 - Salary + benefits (three included car allowances)
 - Civil portion only
 - Two town attorneys devoted a small portion of time to criminal/prosecutor legal services
 - Three worked under employment contracts
 - RANGE = \$128,400 - \$252,000
 - HIGHEST = PARADISE VALLEY
 - LEAST = FLORENCE

Findings – Total Civil Costs

- AVERAGE CITY/TOWN COST FOR CIVIL LEGAL SERVICES

= \$417,173

- Salary + benefits + contracted services
- Civil portion only

- RANGE = \$306,058 - \$579,281

HIGHEST = MARANA

LEAST = PAYSON (Florence - without mining lawsuit)

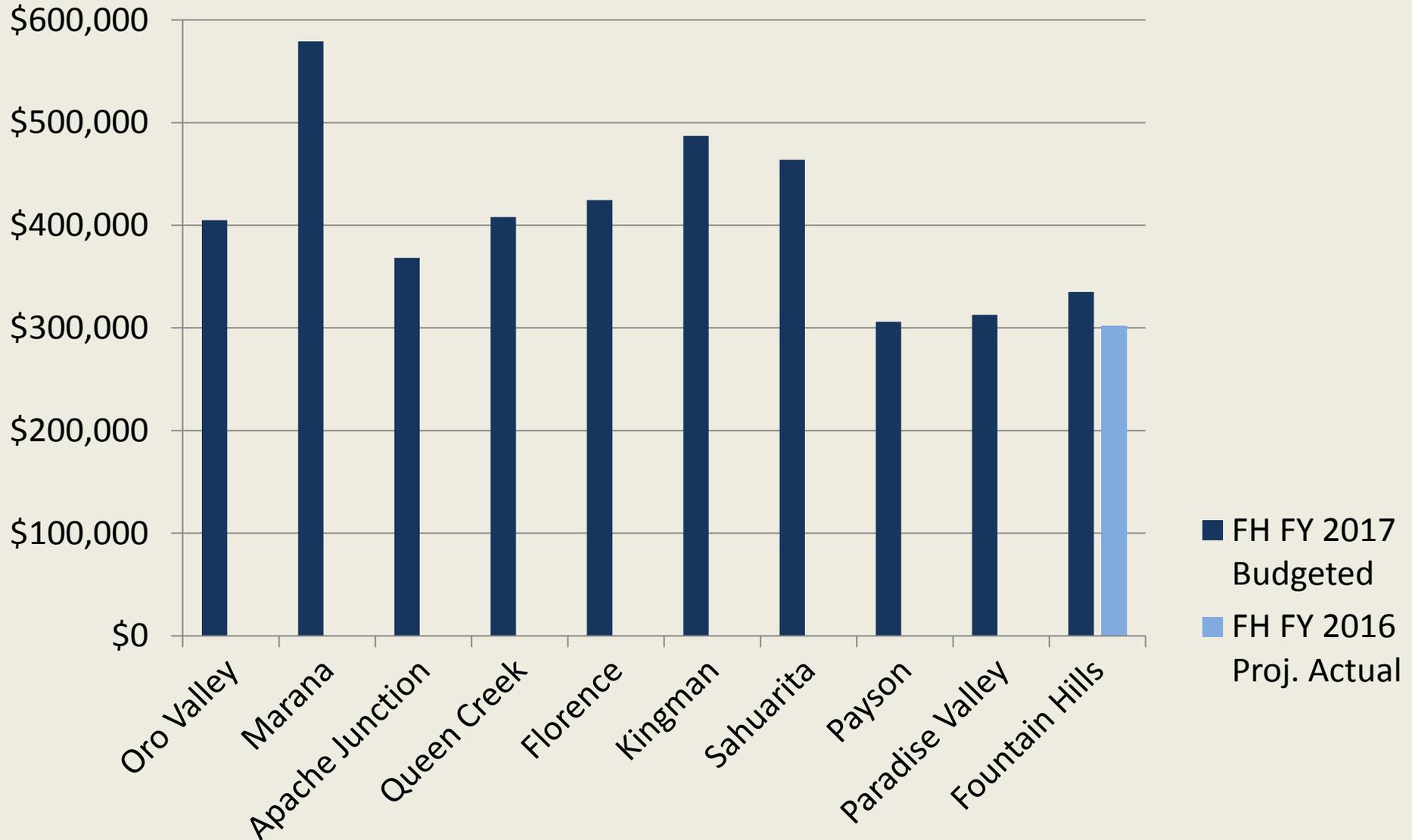
- FOUNTAIN HILLS = \$334,996 budgeted for FY 2017

- \$302,000 FY 2016 Projected Actual

- \$299,511 4-Year average (bonding + subscriptions)

- \$276,157 4-Year average (without bonding, with subscriptions)

Total Civil Costs



Conclusion

- BASED ON THE SURVEY OF NINE OTHER CITIES/TOWNS:
 - FOUNTAIN HILLS CIVIL LEGAL SERVICES EXPENDITURES RANK IN THE LOWER 1/3
 - (2017 BUDGETED AMOUNT = \$334,996)
 - FOUNTAIN HILLS CIVIL LEGAL SERVICES EXPENDITURES RANK LOWEST BY OTHER MEASURES
 - FY 2016 PROJECTED ACTUAL (\$302,000)
 - 4 YEAR AVERAGE (\$276,157 - \$299,511)

Questions



TOWN OF FOUNTAIN HILLS

TOWN COUNCIL AGENDA ACTION FORM

Meeting Date: 6/14/2016

Meeting Type: Work Study Session

Agenda Type: Regular

Submitting Department: Administration

Staff Contact Information: David Trimble
Administrative Services Director

Strategic Planning Goal: Not Applicable (NA)

Operational Priority: Not Applicable (NA)

REQUEST TO COUNCIL (Agenda Language): That the Mayor and Council discuss legal service options for the Town of Fountain Hills.

Applicant: N/A

Applicant Contact Information: N/A

Owner: N/A

Owner Contact Information: N/A

Property Location: N/A

Related Ordinance, Policy or Guiding Principle: N/A

Staff Summary (background): At the Town Council meeting on April 19, 2016, there was a consensus of the Town Council to direct the Town Manager to research the cost of legal services for the Town. As part of this research, staff reviewed information from the League of Arizona Cities and Towns. After reviewing the data produced by the League, it became apparent that key information was missing or it was unclear about the legal services model utilized and the associated costs for legal services. As a result, it was necessary for staff to contact cities and towns with similar populations in the Phoenix and Tucson metro areas as well as communities elsewhere in the state. The information gathered included whether the services were provided under contract from a law firm or by an in-house legal department. For in-house legal departments, information was obtained on the number of staff, the salaries and benefits of legal staff, outside legal contracts, and other legal-related budget expenditures to ensure that the information was accurate for discussion by the Mayor and Council at the Council work session on Tuesday, June 14.

Attached are documents to assist the Mayor and Council in reviewing, evaluating, and discussing legal services options and costs. Staff will present additional background information and findings on this subject at the Council work session on June 14, 2016.

Risk Analysis (options or alternatives with implications): N/A

Fiscal Impact (initial and ongoing costs; budget status): N/A

Budget Reference (page number): N/A

Funding Source: NA

If Multiple Funds utilized, list here: N/A

Budgeted; if No, attach Budget Adjustment Form: NA

Recommendation(s) by Board(s) or Commission(s): N/A

Staff Recommendation(s): Staff recommends that the Mayor and Council evaluate and discuss the data on legal services options and costs; if there is a consensus for a future policy decision, then the Town Council can direct staff at a future Town Council meeting to bring back a Council agenda item for Council action.

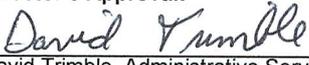
List Attachment(s): Letter of Engagement from Gust Rosenfeld for legal services
Scope of Legal Services
2016 Salary Survey, Arizona League of Cities and Towns
Table Summarizing Results from Survey of Comparable Cities/Towns
Gust Rosenfeld Billing Data, 2012-Present

SUGGESTED MOTION (for Council use): N/A

Prepared by:

NA _____ 6/8/2016

Director's Approval:


David Trimble, Administrative Services Director _____ 6/8/2016

Approved:


Grady E. Miller, Town Manager _____ 6/8/2016

**GUST
ROSENFELD**
ATTORNEYS SINCE 1921 P.L.C.

■ ONE E. WASHINGTON, SUITE 1600 ■ PHOENIX, ARIZONA 85004-2553 ■ TELEPHONE 602-257-7422 ■ FACSIMILE 602-254-4878 ■

ANDREW J. MCGUIRE
Direct: 602-257-7664
amcguire@gustlaw.com

February 10, 2016

VIA EMAIL (gmiller@fh.az.gov)

Grady E. Miller
Town of Fountain Hills
16705 East Avenue of the Fountains
Fountain Hills, Arizona 85268

Re: Billing Rates Beginning July 1, 2016

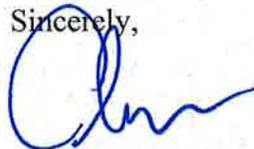
Dear Grady:

I am writing to acknowledge and thank the Town for continuing to retain our law firm to represent it and to provide you with an update of our fee arrangement. Based upon the relationship I have established with the Town, which relationship includes substantial services to be provided by the Firm and prompt payment of our invoices, we will continue to provide the Town with legal services at a rate significantly below our standard rates.

As you know, the rates billed to all other municipalities in the state reflect discounts of 5 - 15% off the Firm's standard rates and the Town's rate historically has been significantly lower than the Firm's typical 5 - 15% discount. Periodically, the Firm's standard rates increase; the most recent change occurred as of January 1, 2016. Therefore, to prevent the gap between the Town's billing rates and the rates charged to other municipalities from growing larger, the billing rates beginning July 1, 2016, will be increased to \$245 for partners, \$185 for associates and \$110 for paralegals.

Thank you again for your continued support. Please do not hesitate to contact me if you have any questions regarding the revised fee structure beginning July 1, 2016.

Sincerely,



Andrew J. McGuire
For the Firm

cc (via email only): Craig Rudolph

WWW.GUSTLAW.COM

2571619.1

PHOENIX - WICKENBURG - TUCSON

Legal services, counsel, and advice provided by Gust Rosenfeld for the Town include:

• Drafting ordinances and resolutions	• Planning and Zoning
• Drafting and negotiating contracts	• Property law
• Reviewing agendas and minutes	• Code enforcement
• Review of documents generated by town staff	• Development agreements
• Procurement	• Environmental law
• Bond borrower and issuance	• Water law
• Election law	• Annexations
• Cable and franchise law	• Intergovernmental agreements
• Public bidding and contracts	• Wireless telecommunication
• Personnel and employee related issues	• Employee benefits
• Improvement and community facilities districts	• General municipal, state, and federal law
• Attendance and compliance review of town council and other board/commission meetings	• Representation of the town before administrative boards

From the 2016 League of Arizona Cities and Towns Survey

SUPERVISORY AND ADMINISTRATIVE POSITIONS

POPULATION (2010 Census Figure)	CITY/TOWN	MAGISTRATE	PROSECUTOR	ATTORNEY	ATTORNEY RETAINER	HOURLY RATE ABOVE RETAINER	FINANCE DIRECTOR	OUTSIDE AUDIT
OVER 50,000	1,447,128	PHOENIX	159,500	146,459 (93246-158517)	220,000 (131581-223662)		145,001 (119350-202883)	
	520,116	TUCSON	107,182 (8)	149,677	60,050 (59405-78250) (8)		129,917 (91041-154086)	
	439,041	MESA	165,000	144,248 (112070-150862)	185,000		138,902 (112070-150862)	
	236,326	CHANDLER	184,184 Contract	138,611 (102104-142938)	177,244 Contract		154,986 (120073-168102)	
	226,721	GLENDALE	188,235	127,033 (93239-130535)	178,606			
	217,385	SCOTTSDALE	169,770 Flat rate	150,218 (103605-150218)	201,594 Flat rate		148,533 Flat rate	88,380
	208,352	GILBERT	174,241 Contract	Vacant	173,250 Contract		141,794 (105033-178556)	
	161,719	TEMPE	162,825 (120611-162825)	135,429 (123718-167019) (2)	151,105 (145600-176800)		166,675 (133218-179845)	
	154,065	PEORIA	177,225	80,757 (69585-102808) (2)	177,121		162,532 (108354-162532)	
	117,517	SURPRISE	166,247 Contract	101,164 (98217-147328)	175,000 Contract		147,150 (116000-174000)	
	90,660	YUMA	106,900 (85342-119479) (2)	111,592 (85342-119479)	149,212 (106580-149212)		121,785 (96566-135179)	
	76,238	AVONDALE	145,000				127,500 (105897-153552)	
	65,870	FLAGSTAFF	109,831	117,957 (83844-134150)	164,464		94,962 (73963-118298)	
	65,275	GOODYEAR	151,410	132,653 (89298-132563)	173,011		139,750 (110015-163318)	
	52,527	LAKE HAVASU CITY	140,000 Contract	107,078 (78166-117250)	149,000 Contract		127,670 (106662-159869)	53,700
	50,876	BUCKEYE	Contract	Contract	Contract		133,950 (87591-142676)	
	17,509	Average Salary	153,837	126,375	166,761		138,740	
10,000 TO 49,999	48,571	CASA GRANDE	103,179	94,097 (72994-100845)	148,815 (115740-159300)		124,026 (103214-142205)	
	43,888	SIERRA VISTA			Contract		124,987 (89811-134716)	
	43,482	MARICOPA					103,100 (93364-128703)	
	41,011	ORO VALLEY	139,978 (105223-157834)	135,955 (110484-165725)	105,724 (86567-128850)		Vac (105223-157834)	
	39,843	PRESCOTT	64,981 Shared with County	114,670 (79914-114670)	137,259		129,584	
	39,540	BULLHEAD CITY	116,685 Contract	116,369 (76470-113531)	154,649 Contract	50,000	126,010 Contract	45,600
	38,822	PRESCOTT VALLEY	113,402 (81016-113402)	102,731 (73382-102731)	138,174 (98696-138174)		134,805 (91645-128315)	
	35,840	APACHE JUNCTION	113,622 Contract		133,000 Contract		106,697 (101556-147083)	34,247
	34,961	MARANA	91,382 Contract	Vac (84051-126077)	151,214 (109175-169221)		129,518 (109175-169221)	
	31,797	EL MIRAGE	82,000 Contract		Contract	7,000/mo	139,048 (94967-142451)	
	28,068	KINGMAN	111,936 Contract	63,345 (56484-78423)	105,883 Contract	160	92,700 (87625-121074)	60,000
	26,361	QUEEN CREEK			Contract		137,025 (105592-163667)	
	25,536	FLORENCE	Shared with Eloy		115,000 Contract		78,500 (73308-117103)	29,900
	27,909	SAN LUIS	100,000 (64498-87313)	159,338	115,000 (84676-114562)		113,318 (64535-87313)	
	25,259	SAHUARITA	103,440 (87693-122771)		160,000 (110960-155344)		122,320 (94849-132789)	24,850
	22,489	FOUNTAIN HILLS	70,395 Contract				95,511 (85406-121456)	30,965
	20,837	NOGALES*	91,799	96,000	120,000		85,680 (66551-93234)	8,000
	17,509	DOUGLAS	15,000 Contract		51,510 Contract		86,164 (70886-99746)	
	16,631	ELOY	72,750 (61838-83663)			130,000	107,092 (83165-112517)	
	15,301	PAYSON	28,000 Contract	74,942 (57200-85800)	130,000 (89212-133818)		Vac (73221-109831)	Contract
	14,287	SOMERTON	85,000 Contract				64,959	32,000
	12,820	PARADISE VALLEY		31,200 Contract	177,187		135,100 (94087-144970)	
	11,825	COOLIDGE	95,228 (75935-113903)		Contract		105,539 (83818-125727)	22,000
	11,265	COTTONWOOD	110,190 (77599-114399)	90,000 Contract	182,957 Contract		99,838 (70384-103720)	37,019
	10,873	CAMP VERDE	55,000 Contract	73,362 Contract			71,612 (63385-96448)	30,000
	10,817	CHINO VALLEY	60,000 Contract	50,000 Contract			104,790 (92625-121532)	32,555
	10,660	SHOW LOW	31,117 PT		124,934 (94940-135129)		99,602 (81866-116521)	38,500
	10,031	SEDONA	63,000 PT	86,105 (70752-102024)	150,000		112,803 (89477-122252)	
		Average Salary	89,798	92,008	133,406		108,897	

* Please Note: Nogales figures are from the 2015 Salary Survey

Town / City	Town / City Population - League of AZ Cities/Towns - May 23,2016	Civil* Legal Services Provided "In-House" -or- "Contracted"	Legal Services Structure: Town/City Employees, Employee Contract, Professional Service Contract, Etc.	Staff FTE Positions related to Civil* legal services	Staff FTE Positions related to Prosecutor* legal services	Town/City Attorney \$ Salary + Benefits/ERE (Civil* legal services)	Town/City Attorney \$ Salary + Benefits/ERE (Prosecutor* legal services)	Total Town/City Attorney \$ Salary + Benefits/ERE (Both Civil* and Prosecutor* legal services)	Other Legal Staff \$ Salary + Benefits/ERE (Civil* legal services)	Other Legal Staff \$ Salary + Benefits/ERE (Prosecutor* legal services)	Professional Service Contract(s) \$ per year (Prosecutor* legal services)	Professional Service Contract \$ per year (Civil* legal services)	Total \$ per year - Prosecutor* legal services	Total \$ per year - Civil* legal services	Total \$ per year; Civil* + Prosecutor* legal services	
Oro Valley	43,565	In-House^	6 employees + professional service contract for Town Attorney	Legal Services Director = .5, Chief Civil Deputy Attorney = 1, Paralegal I = .75, Legal Secretary = .5; Total = 2.75	Legal Services Director = .5, Assistant Prosecutor = 1, Senior Paralegal = 1, Paralegal I = .25, Legal Secretary = .5; Total = 3.25	\$0	\$0	\$0	\$322,828	\$340,898	\$0	\$82,000	\$340,898	\$404,828	\$745,726	
Marana	41,315	In-House	6 employees + various professional service contracts as needed	Town Attorney = .95, Deputy Town Attorney = .9, Senior Asst. Town Attorney = .65, Legal Document Clerk = .9, Legal Assistant .9; Total = 4.30	Town Attorney = .05, Deputy Town Attorney = .1, Senior Asst. Town Attorney = .35, Assistant Town Attorney = 1, Legal Document Clerk = .1, Legal Assistant = .1; Total = 1.70	\$182,488	\$9,605	\$192,093	\$348,792	\$192,579	\$0	\$48,000	\$202,184	\$579,281	\$781,464	
Apache Junction	38,074	In-House	7.75 employees + professional service contracts as needed. Town Attorney is an employee with an employment contract and includes a town-owned automobile.	Town Attorney = 1, Executive Legal Assistant = .75, Senior Legal Assistant = 1; Total = 2.75	Assistant City Attorney = 1, Legal Assistants = 3, Victim Rights Advocate = 1; Total = 5	\$196,000	\$0	\$196,000	\$137,159	\$331,773	\$0	\$35,000	\$331,773	\$368,159	\$699,932	
Queen Creek	34,614	Contracted	Professional service contract(s)	0	0	\$0	\$0	\$0	\$0	\$0	\$0	\$408,000	\$0	\$408,000	\$408,000	
Florence	31,110	In-House	2 employees + professional services contracts; Town Attorney is an employee with an employment contract and includes a \$1,800 yearly car allowance.	Town Attorney = .8, Office Assistant = .8; Total = 1.6	Town Attorney = .2, Office Assistant = 0.2; Total = .40	\$128,400	\$32,100	\$160,500	\$46,147	\$11,537	\$0	\$250,000	\$43,637	\$424,547	\$468,184	
Kingman	28,912	In-House	6 employees + professional services contracts (7 FTE proposed, but 1 Legal Secretary was unfunded). City Attorney is an employee with an employment contract. Contract includes \$6,000 yearly car allowance.	City Attorney = 1, Assistant City Attorney = 1, Admin Supervisor = 1, Legal Secretary = 1, Total = 4	Prosecutor = 1; Legal Secretary = 1, Total = 2	\$168,001	\$0	\$168,001	\$218,947	\$198,900	\$0	\$100,000	\$198,900	\$486,948	\$685,848	
Sahuarita	25,707	In-House	5 employees + professional service contracts	Town Attorney = 1, Deputy Town Attorney = 1, Paralegal = 1; Total = 3	Town Prosecutor = 1, Sr. Office Assistant = 1; Total = 2	\$215,061	\$0	\$215,061	\$223,839	\$174,830	\$5,000	\$25,000	\$179,830	\$463,900	\$643,730	
Fountain Hills	23,899	Contracted	Professional service contracts (engagement letter)	0	0	\$0	\$0	\$0	\$0	\$0	\$104,800	\$302,000	\$104,800	Fountain Hills projected actual for FY 2016 = \$302,000	Fountain Hills Budgeted for FY 2017 = \$334,996	\$439,796
Payson	15,345	In-House	4.25 employees + professional service contracts	Town Attorney = 1, Office Manager = 1, Front Desk Clerk = .75; Total = 2.75	Prosecutor = 1, Victim's rights coordinator = .5; Total = 1.5	\$182,000	\$0	\$182,000	\$119,658	\$120,502	\$0	\$4,400	\$120,502	\$306,058	\$426,560	
Paradise Valley	13,922	In-House	1.5 employees + professional services contract for prosecutor, and various professional service contracts as-needed	Town Attorney = 1, Assistant Town Attorney = .5; Total = 1.5	n/a	\$252,000	\$0	\$252,000	\$60,840	\$0	\$44,000	varies	\$44,000	\$312,840	\$356,840	
Average:	-	-	-	2.83	2.26	\$189,136	\$5,958	\$195,094	\$184,776	\$195,860	\$24,500	\$119,050	\$162,414	\$417,173	\$579,587	

*For this analysis "Civil" legal services include functions currently provided by Gust Rosenfeld such as drafting ordinances and resolutions, contracts, attending Town Council meetings, general legal advice in areas such as land use, elections, planning and zoning, code enforcement, intergovernmental agreements, etc.; and does not include Prosecutorial and/or related services.

*For this analysis "Prosecutor" legal services include those not currently provided to the Town of Fountain Hills by Gust Rosenfeld including criminal prosecutorial, public defender and other criminal legal services not listed in the "Civil" category.

-The Town of Sahuarita changed from contracted to in-house for Town Attorney services in mid-FY 2006. Civil legal expenditures increased by 44% from FY 2005 to FY 2007; Criminal legal expenditures increased by 63% from FY 2005 to FY 2007. Overall expenditures were \$240,852 in FY 2005, and \$363,155 in FY 2007. Expenditures have continued to increase to the projected level of \$643,730 reflected in the table above.

^The Town of Oro Valley contracts with an outside Firm for the Town Attorney function, which is limited to mainly attendance of Council and other board meetings with occasional legal guidance. Oro Valley employs a staff of 6 FTE in their legal department to handle the bulk of legal functions.

-City of Kingman's \$100,000 and Apache Junction's \$35,000 budgeted for civil professional services contracts are contingencies for specialized services such as development agreements, condemnation proceedings, water law, etc.

-Town of Florence has expended an average of \$450,000 over the past two years, and has budgeted \$250,000 for FY 2017 (reflected in the table) for contracted professional legal services related to a large civil land use case involving mining.

-Some increased initial and ongoing overhead costs as well as logistical (office) changes would likely be required if an in-house option were implemented. These would be increasingly significant with the number of staff added.

Gust Rosenfeld
Town of Fountain Hills
Fiscal Year 2012-2013

Total Fees Billed	\$252,305.50
Total Costs Billed	\$2,085.74
Total Fees and Costs Billed	\$254,391.24

<u>Initial</u>	<u>Name</u>	<u>Expertise</u>	<u>Billed Fee Amount</u>	<u>Billed Hours</u>
AJM	McGuire, A. J.	Gen. Mun.	144123	688
AMG	Gall, Anna M.	Real Estate	218.5	2.3
CAS	Schmaltz, Christopher A.	Land Use	6951	33.1
DAP	Pennartz, David A	Elections	11949	56.9
DKK	Ketchum, Donna K	Gen. Mun.	28.5	0.3
EAM	McGlothlin, Eric A.	Gen. Mun.	697	4.1
JMS	Scorza, Justin M.	Gen. Mun.	3226	17.3
KHW	Widell, Karl H.	Employment	5539	26.3
KMM	McIntier, Kim M.	Gen. Mun.	7939	46.7
MJ2	Jones II, Marty	Gen. Mun.	573.5	3.1
MTJ	Jones, Martin T.	Environmental	840	4
NH2	Harris, Nicholle	Gen. Mun.	47940	282
RA2	Abad, Raul	Real Estate	2414	14.2
SAM	Malm, Scott A.	Title	588	2.8
SBM	McIntyre, Sandra B.	Gen. Mun.	17936	189.1
SCS	Smith, Sarah C.	Gen. Mun.	1343	9.6
	Report Fee Total		\$252,305.50	1,379.80

Top Matters

General Representation	\$106,648.00
Procurement/Contract Review	\$66,716.50
Planning & Zoning	\$20,751.00
Intergovernmental Agreements	\$13,657.50
Cox Agreement	\$11,956.50
Nature's Healing Center v. FH	\$8,218.50
Personnel Matters	\$7,002.00
Summit at Crestview Bond	\$3,647.50
Public Records Requests	\$3,244.00
Election	\$2,959.00

Gust Rosenfeld
Town of Fountain Hills
Fiscal Year 2013-2014

Total Fees Billed	\$254,903.00
Total Costs Billed	\$387.84
Total Fees and Costs Billed	\$255,290.84

<u>Initials</u>	<u>Name</u>	<u>Expertise</u>	<u>Billed Fee Amount</u>	<u>Billed Hours</u>
AJM	McGuire, A. J.	Gen. Mun.	\$153,350.00	683
AMG	Gall, Anna M.	Real Estate	\$190.00	2
BUP	Pashkowski, Barbara U.	Environmental	\$1,408.50	6.1
CAS	Schmaltz, Christopher A.	Land Use	\$2,366.00	11.1
DAP	Pennartz, David A	Elections	\$13,846.00	64.1
GJV	Verburg, Gary	Gen. Mun.	\$117.50	0.5
JAN	Nasr, John A	Bankrutpcy/Collections	\$147.00	0.7
JLH	Hay, John L.	Intellectual Property	\$63.00	0.3
JTG	Giel, James T.	Public Finance	\$105.00	0.5
KHW	Widell, Karl H.	Employment	\$252.00	1.2
KMM	McIntier, Kim M.	Gen. Mun.	\$12,777.00	74.4
LWL	Loveland, Landon W	Admin. Agency	\$23,391.50	132.5
MCW	Wanslee, Madeleine C.	Creditors Rights	\$84.00	0.4
NH2	Harris, Nicholle	Gen. Mun.	\$23,523.50	136.1
RA2	Abad, Raul	Real Estate	\$6,174.00	32.8
SBM	McIntyre, Sandra B.	Gen. Mun.	\$14,446.50	148.6
SCS	Smith, Sarah C.	Public Finance	\$2,520.50	11.5
SWR	Ruby, Scott W.	Public Finance	\$141.00	0.6
	Report Fee Total		\$254,903.00	1,306.4

Top Matters

General Representation	\$105,171.00
Procurement/Contract Review	\$40,451.50
Adero Canyon	\$37,026.00
Chaparral City/2013 Rate Case	\$23,240.00
Election	\$10,030.00
Intergovernmental Agreements	\$9,195.00
Planning & Zoning	\$6,966.00
Risk Management	\$5,212.50
Personnel Matters	\$4,588.50
Sunridge Canyon Easement	\$4,009.50

Gust Rosenfeld
Town of Fountain Hills
Fiscal Year 2014-2015

Total Fees Billed	\$293,696.00
Total Costs Billed	\$3,250.85
Total Fees and Costs Billed	\$296,946.85

<u>Initials</u>	<u>Name</u>	<u>Expertise</u>	<u>Billed Fee Amount</u>	<u>Billed Hours</u>
AJM	McGuire, A. J.	Gen. Mun.	\$156,087.00	664.2
AMG	Gall, Anna M.	Real Estate	\$450.00	4.5
AMW	Wheeler, Amey M	Bankruptcy/Collections	\$120.00	1.2
BUP	Pashkowski, Barbara U.	Environmental	\$9,917.00	42.2
CAS	Schmaltz, Christopher A.	Land Use	\$2,491.00	10.6
CMM	McNichol, Christopher M.	Creditors Rights	\$399.50	1.7
CMN	Noyes, Christina M.	Intellectual Property	\$963.50	4.1
DAP	Pennartz, David A	Elections	\$3,525.00	15.3
GJV	Verburg, Gary	Gen. Mun.	\$47.00	0.2
FEB	Nasr, John A	Bankruptcy/Collections	\$1,260.00	7.2
KB2	Bate, Kyle B.	Taxation	\$262.50	1.5
KEC	Cammack, Kent E.	Creditors Rights	\$1,433.50	6.1
KMM	McIntier, Kim M.	Public Finance	\$12,740.00	72.4
LWL	Loveland, Landon W	Admin. Agency	\$34,002.50	194.3
NH2	Harris, Nicholle	Gen. Mun.	\$29,400.00	168
RA2	Abad, Raul	Real Estate	\$3,572.00	15.2
SAM	Malm, Scott A.	Title	\$117.50	0.5
SBM	McIntyre, Sandra B.	Gen. Mun.	\$27,900.00	279
SCS	Smith, Sarah C.	Public Finance	\$5,898.50	25.1
SL2	Lile, Shelby	Employment	\$595.00	3.4
SMB	Blain, Sonia M.	Gen. Mun.	\$1,363.00	5.8
SPS	Segal, Susan P	Employment	\$1,151.50	4.9
	Report Fee Total		\$293,696.00	1527.4

Top Matters

General Representation	\$125,767.50
Procurement/Contract Review	\$51,654.00
Chaparral City/2013 Rate Case	\$35,370.00
Planning & Zoning	\$16,832.50
Town Center	\$14,922.50
Adero Canyon	\$14,052.50
Capital Improvement Projects	\$12,690.00
Risk Management	\$9,129.50
Intergovernmental Agreements	\$3,616.00
Personnel Matters	\$3,368.00

Gust Rosenfeld
Town of Fountain Hills
Fiscal Year 2015-2016

Total Fees Billed	\$273,748.50
Total Costs Billed	\$390.65
Total Fees and Costs Billed	\$274,139.15

<u>Initials</u>	<u>Name</u>	<u>Expertise</u>	<u>Billed Fee Amount</u>	<u>Billed Hours</u>
AJM	McGuire, A. J.	Gen. Mun.	\$172,632.00	719.3
AMG	Gall, Anna M		\$189.00	1.8
AMW	Wheeler, Amey M	Bankruptcy/Collections	\$21.00	0.2
BUP	Pashkowski, Barbara U.	Environmental	\$8,424.00	35.1
CMN	Noyes, Christina M.	Intellectual Property	\$2,520.00	10.5
DAP	Pennartz, David A	Elections	\$288.00	1.6
GJV	Verburg, Gary	Gen. Mun.	\$3,000.00	12.5
JAN	Nasr, John A	Bankruptcy/Collections	\$1,602.00	9
KEC	Cammack, Kent E.	Creditors Rights	\$240.00	1
KKW	Williams, Kelli K.	Gen. Mun.	\$1,026.00	17.8
KMM	McIntier, Kim M.	Public Finance	\$2,322.00	12.9
KV2	Verplancke, Krizia V.		\$105.00	1
LRC	Curry, Laura R.	Gen. Mun.	\$2,556.00	14.2
LWL	Loveland, Landon W	Admin. Agency	\$5,148.00	28.6
NH2	Harris, Nicholle	Gen. Mun.	\$23,040.00	108.3
PLS	Smiley, Phyllis L.	Gen. Mun.	\$3,384.00	18.8
RA2	Abad, Raul	Real Estate	\$1,296.00	5.4
SBM	McIntyre, Sandra B.	Gen. Mun.	\$45,685.50	435.1
TAS	Stuhan, Trish	Gen. Mun.	\$198.00	1.1
TS2	Stratton, Timothy	Public Finance	\$72.00	0.3
	Report Fee Total		\$273,748.50	1434.5

Top Matters

General Representation	\$92,307.00
Procurement/Contract Review	\$71,119.50
Morningstar/Park Place	\$62,082.00
Planning & Zoning	\$11,904.00
Public Records Requests	\$10,041.00
Risk Management	\$9,438.00
Liens - TPT	\$5,187.00
Chaparral City/2013 Rate Case	\$3,348.00
Personnel Matters	\$2,148.00
Fountain Hills Sr Living	\$2,016.00

Month	Year	RESIDENTIAL (NEW)				COMMERCIAL (NEW)				NONRESIDENTIAL				ADDITIONS/ALTERATIONS								TOTAL
		SINGLE FAMILY		MULTI FAMILY		#Permits	Valuation	#Permits	Valuation	#Permits	Valuation	RES BLDGS		RES GARAGES/ CARPORTS		COMMERCIAL		OTHER				
		#Permits	Valuation	#Permits	Valuation							#Permits	Valuation	#Permits	Valuation	#Permits	Valuation	#Permits	Valuation	#Permits	Valuation	
JAN	2008	5	\$ 2,789,424			1	\$ 57,939	50	\$ 404,506	14	\$ 710,490	3	\$ 60,499	5	\$ 940,057					78	\$ 4,962,915	
FEB	2008	2	\$ 1,183,800			1	\$ 534,515	35	\$ 514,948	7	\$ 213,423			5	\$ 564,700	1	\$ 35,170			51	\$ 3,046,556	
MAR	2008	2	\$ 888,440			2	\$ 558,273	34	\$ 261,434	41	\$ 205,620	1	\$ 1,200	3	\$ 370,000					83	\$ 2,284,967	
APR	2008	5	\$ 2,587,321	2	\$ 745,313			35	\$ 440,441	13	\$ 149,505			4	\$ 457,620	1	\$ 30,153			60	\$ 4,410,353	
MAY	2008	4	\$ 2,096,719					32	\$ 338,010			1	\$ 9,360	4	\$ 789,702					41	\$ 3,233,791	
JUN	2008	1	\$ 282,212					46	\$ 297,982	10	\$ 286,182			6	\$ 120,899					63	\$ 987,275	
JUL	2008					2	\$ 3,245,365	26	\$ 2,355,210	5	\$ 169,625			1	\$ 101,000					34	\$ 5,871,200	
AUG	2008	2	\$ 1,561,663	1	\$ 313,415			14	\$ 235,756	10	\$ 823,726	1	\$ 8,775	4	\$ 181,000					32	\$ 3,124,335	
SEP	2008							24	\$ 271,855	11	\$ 218,827									35	\$ 490,682	
OCT	2008	1	\$ 881,946			1	\$ 329,810	22	\$ 104,377	9	\$ 231,918			3	\$ 1,459,500					36	\$ 3,007,551	
NOV	2008							21	\$ 108,842	7	\$ 291,612			4	\$ 767,759					32	\$ 1,168,213	
DEC	2008	3	\$ 1,613,836					17	\$ 251,637	10	\$ 193,173			2	\$ 250,000					32	\$ 2,308,646	
JAN	2009							32	\$ 234,715	7	\$ 375,215			2	\$ 33,000					41	\$ 642,930	
FEB	2009	1	\$ 561,175			1	\$ 15,000	23	\$ 150,402	3	\$ 145,625			3	\$ 91,500					31	\$ 963,702	
MAR	2009																			0	\$ -	
APR	2009	1	\$ 1,110,445					17	\$ 325,640	3	\$ 600,375			1	\$ 75,000					22	\$ 2,111,460	
MAY	2009							25	\$ 290,756	6	\$ 120,724									31	\$ 411,480	
JUN	2009							32	\$ 436,464	13	\$ 369,625			5	\$ 310,000					50	\$ 1,116,089	
JUL	2009	1	\$ 942,090					24	\$ 240,079	1	\$ 13,000	1	\$ 50,340	1	\$ 20,000					28	\$ 1,265,509	
AUG	2009					1	\$ 75,000	24	\$ 439,214	5	\$ 80,325			1	\$ 33,000					31	\$ 627,539	
SEP	2009			1	\$ 595,905	1	\$ 20,000	17	\$ 141,472	7	\$ 513,729			1	\$ 5,000					27	\$ 1,276,106	
OCT	2009	1	\$ 527,995					26	\$ 189,658	5	\$ 145,510			2	\$ 192,411					34	\$ 1,055,574	
NOV	2009							27	\$ 365,627	5	\$ 226,195			2	\$ 89,350					34	\$ 681,172	
DEC	2009							23	\$ 484,340	1	\$ 139,500									24	\$ 623,840	
JAN	2010							21	\$ 126,858	4	\$ 758,976			3	\$ 103,000					28	\$ 988,834	
FEB	2010	3	\$ 2,439,045					38	\$ 411,401	1	\$ 35,000	2	\$ 11,000	1	\$ 7,000					45	\$ 2,903,446	
MAR	2010	1	\$ 1,001,450					40	\$ 627,700	2	\$ 69,396			2	\$ 215,000					45	\$ 1,913,546	
APR	2010	1	\$ 880,760					36	\$ 391,262	2	\$ 256,400			1	\$ 45,000					40	\$ 1,573,422	
MAY	2010	3	\$ 2,516,525					28	\$ 295,287	9	\$ 784,505	1	\$ 4,200	3	\$ 57,500					44	\$ 3,658,017	
JUN	2010							28	\$ 363,534	2	\$ 73,685			1	\$ 100,000					31	\$ 537,219	
JUL	2010							21	\$ 169,117	2	\$ 7,000			4	\$ 139,600					27	\$ 315,717	
AUG	2010							32	\$ 402,739			1	\$ 10,000	1	\$ 3,700					34	\$ 416,439	
SEP	2010	2	\$ 1,158,510					18	\$ 505,322	5	\$ 208,250			1	\$ 2,836					26	\$ 1,874,918	
OCT	2010							16	\$ 62,383	4	\$ 137,500									20	\$ 199,883	
NOV	2010							18	\$ 101,622	7	\$ 157,500			1	\$ 45,000					26	\$ 304,122	
DEC	2010	1	\$ 793,415					20	\$ 248,691	6	\$ 395,000	2	\$ 32,000							29	\$ 1,469,106	
JAN	2011							25	\$ 292,829	1	\$ 28,000	1	\$ 10,000	2	\$ 46,000					29	\$ 376,829	
FEB	2011	1	\$ 655,210					18	\$ 91,797	3	\$ 56,250									22	\$ 803,257	
MAR	2011							43	\$ 729,031	3	\$ 184,460			1	\$ 1,000					47	\$ 914,491	
APR	2011	2	\$ 1,754,775					26	\$ 172,896	4	\$ 125,000			1	\$ 1,000					33	\$ 2,053,671	
MAY	2011							20	\$ 245,230					2	\$ 201,200					22	\$ 446,430	
JUN	2011	3	\$ 1,971,635					24	\$ 215,746	6	\$ 246,100	1	\$ 54,660	1	\$ 1,000					35	\$ 2,489,141	
JUL	2011							18	\$ 151,597	1	\$ 5,000			4	\$ 329,500					23	\$ 486,097	
AUG	2011							30	\$ 363,263	3	\$ 80,800									33	\$ 444,063	
SEP	2011							12	\$ 143,286	1	\$ 150,000			1	\$ 105,000					14	\$ 398,286	
OCT	2011							28	\$ 161,033	3	\$ 220,000	1	\$ 5,000	2	\$ 1,050,000					34	\$ 1,436,033	
NOV	2011							20	\$ 207,155	4	\$ 80,850			2	\$ 292,000					26	\$ 580,005	
DEC	2011							22	\$ 173,063	1	\$ 5,000			1	\$ 15,000					24	\$ 193,063	

FY08-09 TOTALS
376 \$ 21,216,288

FY09-10 TOTALS
411 \$ 17,104,224

FY10-11 TOTALS
350 \$ 11,664,004

Month	Year	RESIDENTIAL (NEW)				COMMERCIAL (NEW)	NONRESIDENTIAL	ADDITIONS/ALTERATIONS								TOTAL		
		SINGLE FAMILY		MULTI FAMILY				RES BLDGS		RES GARAGES/ CARPORTS		COMMERCIAL		OTHER				
		#Permits	Valuation	#Permits	Valuation			#Permits	Valuation	#Permits	Valuation	#Permits	Valuation	#Permits	Valuation			
JAN	2012						19	\$ 114,879	2	\$ 8,000			1	\$ 19,242		22	\$ 142,121	
FEB	2012	1	\$ 389,135				22	\$ 139,455	4	\$ 68,760						27	\$ 597,350	
MAR	2012						34	\$ 193,866	3	\$ 48,300	1	\$ 20,000	1	\$ 58,125		39	\$ 320,291	
APR	2012						26	\$ 159,815	7	\$ 437,500			1	\$ 125,000		34	\$ 722,315	
MAY	2012	1	\$ 326,100				26	\$ 395,163	9	\$ 144,000	1	\$ 3,000				37	\$ 868,263	
JUN	2012	1	\$ 359,215				27	\$ 134,822	3	\$ 85,000	2	\$ 254,000				33	\$ 833,037	
JUL	2012	2	\$ 1,161,715				32	\$ 382,668	3	\$ 80,000	2	\$ 42,000	2	\$ 80,000		41	\$ 1,746,383	
AUG	2012	1	\$ 596,120				31	\$ 448,679	3	\$ 346,625			2	\$ 120,000		37	\$ 1,511,424	
SEP	2012	2	\$ 622,410				20	\$ 200,167	1	\$ 10,500			3	\$ 196,000		26	\$ 1,029,077	
OCT	2012						31	\$ 823,147	2	\$ 12,500			4	\$ 311,700	\$ 1	\$ 4,800	38	\$ 1,152,147
NOV	2012	1	\$ 608,540				27	\$ 217,635	2	\$ 37,000			1	\$ 22,000		31	\$ 885,175	
DEC	2012	1	\$ 577,015				29	\$ 268,658	7	\$ 69,000			4	\$ 74,662		41	\$ 989,335	
JAN	2013						30	\$ 237,478	5	\$ 55,000	1	\$ 140,000	3	\$ 132,000		39	\$ 564,478	
FEB	2013			3	\$ 746,735		25	\$ 270,217	33	\$ 118,000	1	\$ 16,800	5	\$ 79,860		67	\$ 1,231,612	
MAR	2013	2	\$ 1,134,090	3	\$ 746,685		27	\$ 380,326	4	\$ 121,000			2	\$ 10,000		38	\$ 2,392,101	
APR	2013	1	\$ 365,515				31	\$ 228,734	6	\$ 58,420	1	\$ 1,000	2	\$ 85,000		41	\$ 738,669	
MAY	2013						18	\$ 301,261	4	\$ 59,000						22	\$ 360,261	
JUN	2013	5	\$ 1,893,130				27	\$ 594,995	2	\$ 358,000			2	\$ 118,000		36	\$ 2,964,125	
JUL	2013	4	\$ 1,779,270				23	\$ 228,785	5	\$ 112,900						32	\$ 2,120,955	
AUG	2013	4	\$ 1,604,470				36	\$ 390,743	5	\$ 189,905			1	\$ 15,000		46	\$ 2,200,118	
SEP	2013	1	\$ 700,425				20	\$ 142,111	1	\$ 100,000			2	\$ 425,000		24	\$ 1,367,536	
OCT	2013	3	\$ 1,762,015	3	\$ 746,735		24	\$ 403,717	6	\$ 126,225	3	\$ 180,000				39	\$ 3,218,692	
NOV	2013						21	\$ 123,880	3	\$ 694,600			1	\$ 86,000		25	\$ 904,480	
DEC	2013	2	\$ 882,925	3	\$ 746,735		21	\$ 207,056	3	\$ 88,775						29	\$ 1,925,491	
JAN	2014	0	\$ -				33	\$ 223,381	4	\$ 44,940	1	\$ 25,000	2	\$ 85,000		40	\$ 378,321	
FEB	2014	3	\$ 2,838,615				28	\$ 359,875	1	\$ 219,900	1	\$ 24,300	3	\$ 35,000		36	\$ 3,477,690	
MAR	2014	3	\$ 1,400,290	8	\$ 2,436,675		33	\$ 188,286	5	\$ 192,600	1	\$ 12,336	0			50	\$ 4,230,187	
APR	2014	2	\$ 1,983,530				26	\$ 318,973	5	\$ 150,375	1	\$ 39,000	2	\$ 160,000		36	\$ 2,651,878	
MAY	2014	8	\$ 4,163,170				27	\$ 297,461	7	\$ 240,640			2	\$ 15,000		44	\$ 4,716,271	
JUN	2014	1	\$ 364,605				29	\$ 404,374	11	\$ 441,005			3	\$ 23,000		44	\$ 1,232,984	
JUL	2014	3	\$ 3,254,425				25	\$ 286,062	4	\$ 145,600						32	\$ 3,686,087	
AUG	2014	1	\$ 449,375	1	\$ 643,545	1	\$ 130,000	18	\$ 384,682	5	\$ 136,000	1	\$ 24,000			27	\$ 1,767,602	
SEP	2014	2	\$ 1,556,540				25	\$ 275,377	3	\$ 117,500	1	\$ 62,000	3	\$ 22,850		34	\$ 2,034,267	
OCT	2014	3	\$ 1,376,120	3	\$ 746,735		21	\$ 252,387	5	\$ 167,000			2	\$ 419,223		34	\$ 2,961,465	
NOV	2014	1	\$ 1,165,240	2	\$ 754,310		25	\$ 438,508	3	\$ 110,800						31	\$ 2,468,858	
DEC	2014	3	\$ 1,307,035				32	\$ 488,053	8	\$ 257,700	2	\$ 425,000	2	\$ 1,046,000		47	\$ 3,523,788	
JAN	2015	2	\$ 651,370	2	\$ 521,520		24	\$ 168,474	6	\$ 140,275						34	\$ 1,481,639	
FEB	2015	5	\$ 3,810,655	2	\$ 521,520		30	\$ 291,262	9	\$ 160,250	1	\$ 73,440	2	\$ 420,350		49	\$ 5,277,477	
MAR	2015	2	\$ 972,170				34	\$ 327,095	3	\$ 49,125	1	\$ 27,660	1	\$ 5,000		41	\$ 1,381,050	
APR	2015	2	\$ 829,705				35	\$ 503,828	3	\$ 121,500	1	\$ 54,000	1	\$ 1,000		42	\$ 1,510,033	
MAY	2015	7	\$ 3,547,030				19	\$ 139,604	8	\$ 135,250			2	\$ 30,000		36	\$ 3,851,884	
JUN	2015	3	\$ 1,288,710				27	\$ 354,803	3	\$ 27,625	1	\$ 50,000	2	\$ 520,640		36	\$ 2,241,778	
JUL	2015	3	\$ 1,459,255				19	\$ 127,663	6	\$ 523,500			1	\$ 8,000		29	\$ 2,118,418	
AUG	2015	2	\$ 1,160,740				20	\$ 265,266	3	\$ 69,900	2	\$ 60,295	3	\$ 95,000		30	\$ 1,651,201	
SEP	2015	4	\$ 2,956,615	1	\$ 521,080		23	\$ 380,880	4	\$ 619,845			2	\$ 19,000		34	\$ 4,497,420	
OCT	2015	3	\$ 1,335,115	1	\$ 466,390		17	\$ 412,799	4	\$ 391,975			5	\$ 119,500		30	\$ 2,725,779	
NOV	2015	3	\$ 2,065,630				15	\$ 228,086	5	\$ 136,340			1	\$ 5,000		24	\$ 2,435,056	
DEC	2015	2	\$ 827,345				18	\$ 190,930	6	\$ 106,258			3	\$ 11,506,463		29	\$ 12,630,996	
JAN	2016	5	\$ 2,914,459				27	\$ 215,267	2	\$ 253,700						34	\$ 3,383,426	
FY11-12 TOTALS																		
346 \$ 7,020,924																		
FY12-13 TOTALS																		
457 \$ 15,564,787																		
FY13-14 TOTALS																		
445 \$ 28,424,603																		
FY14-15 TOTALS																		
443 \$ 32,185,928																		

