

AGENDA--CITY COUNCIL -- CITY OF MARTINSVILLE, VIRGINIA  
Council Chambers – Municipal Building  
**7:00 pm Closed Session**                      **7:30 pm Regular Session**  
**Tuesday, January 23, 2018**

**7:00 pm --Closed Session**

Items to be considered in Closed Session, in accordance with the Code of Virginia, Title 2.2, Chapter 37—Freedom of Information Act, Section 2.2-3711(A)—Closed Meetings, the following:

- A. Appointments to Boards and Commissions as authorized by Subsection 1.
- B. Consultation with legal counsel and briefings by staff members, attorneys or consultants pertaining to actual or probable litigation, or other specific legal matters requiring the provision of legal advice by such counsel, as authorized by Subsection 7.

**7:30—Regular Session**

Pledge to the American Flag and Invocation by Council Member Lawson

- 1. Consider presentation of a proclamation honoring Ruth H. Rothrock (5 mins)
- 2. Read a Proclamation acknowledging February, 2018 as Black History Month. (5 mins)
- 3. Hear an update regarding status of activities related to the Brownfield Grant the City received. (10 mins)
- 4. Hear an update on FY18 Telecommunications operations (10 mins)
- 5. Consider a review of the City’s Finance Report (5 mins)
- 6. Consider approval of consent agenda. (2 mins)
- 7. Business from the Floor  
**This section of the Council meeting provides citizens the opportunity to discuss matters, which are not listed on the printed agenda. Thus, any person wishing to bring a matter to Council’s attention under this Section of the agenda should:**
  - (1) come to the podium and state name and address;**
  - (2) state the matter that they wish to discuss and what action they would like for Council to take;**
  - (3) limit remarks to five minutes;**
  - (4) refrain from making any personal references or accusations of a factually false and/or malicious nature. Persons who violate these guidelines will be ruled out of order by the presiding officer and will be asked to leave the podium.****Persons who refuse to comply with the direction of the presiding officer may be removed from the chambers.**
- 8. Comments by members of City Council. (5 minutes)
- 9. Comments by City Manager. (5 minutes)

**Meeting Date:** January 23, 2018

**Item No:** 1.

**Department:** City Council

**Issue:** Consider presentation of a proclamation honoring Ruth H. Rothrock.

**Summary:** At the January 23 meeting, a proclamation will be read and presented to members of the Rothrock family honoring the late Ruth H. Rothrock who passed away on Thursday, January 11, 2018.

**Attachments:** Proclamation

**Recommendations:** Mayor to read and present the proclamation. No formal action by Council is necessary.



## **Proclamation**

### **HONORING RUTH HENRY ROTHROCK**

**WHEREAS,** longtime community leader and funeral home director, Ruth Henry Rothrock, passed away on January 11, 2018, at the age of 94; and

**WHEREAS,** Ruth Rothrock came to Martinsville in 1942 and worked for Western Union and Stone Transfer before spending generations working at Collins-McKee-Stone Funeral Home where she served countless families and community members as a licensed funeral director and through her tireless ministry of helping others through difficult times; and

**WHEREAS,** in addition to her accomplished career, she was deeply committed to serving her community and did so by serving at First Baptist Church as a deacon, in the Women's Missionary Union, and other programs, by serving in various capacities with the Martinsville chapter of SCORE, the Martinsville Hospital Auxiliary, the Piedmont Arts Guild, Grace Network, Beta Sigma Phi International Sorority, and other organizations; and

**WHEREAS,** she was dedicated to encouraging young people to pursue and continue their education and was an active and revered member of the Martinsville Henry County chapter of Altrusa International, Inc., and was a volunteer at Patrick Henry Elementary School; and

**WHEREAS,** she was a loving and devoted mother to her sons, Jim and Dru, and was widely known to and adored by so many others as "Mema" because she constantly served others in ways big and small;

**NOW, THEREFORE,** on this 23rd day of January, 2018, Martinsville City Council hereby honors the late Ruth Henry Rothrock for the contributions she made to our community, for her tireless and dedicated service to others, and for helping make our community a much better place for all. We extend our sincere condolences to the entire Rothrock family.

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M. Gene Teague, Mayor

**Date:** January 23, 2018

**Item No:** 2.

**Department:** City Council

**Issue:** Read a Proclamation acknowledging February, 2018 as Black History Month.

**Summary:** Since 1976, the month of February has been observed as Black History Month. A Proclamation is attached acknowledging this and bringing awareness to the importance of African American history and culture in our community.

**Attachments:** Proclamation

**Recommendations:** No action by Council needed - the Mayor will read the Proclamation.



## **Proclamation**

### **RECOGNIZING FEBRUARY, 2018 AS BLACK HISTORY MONTH IN THE CITY OF MARTINSVILLE**

**WHEREAS**, Dr. Carter G. Woodson, distinguished African American author, editor, scholar, and historian who is known as the “Father of Black History” founded the Association for the Study of Negro Life and History (now the Association for the Study of African American Life and History) in September, 1915, and Negro History Week in 1926, which became Black History Month in 1976, intended to encourage further research and publishing regarding African American heritage; and

**WHEREAS**, Americans of African descent have made valuable and lasting contributions to our country, our state, and our local community, achieving exceptional success in all aspects of society including business, education, politics, science, arts ; and

**WHEREAS**, in 1976 Black History Month was adopted to honor and affirm the importance of the history of African Americans and to focus on the stories and teachings of those who helped build our nation, advance the cause of civil rights and strengthen families and communities; and

**WHEREAS**, the City of Martinsville continues to work toward building an inclusive community that lives up to the American ideal of equality of educational, social, and economic opportunity for all our citizens;

**NOW, THEREFORE**, I, Gene Teague, Mayor, and members of Martinsville City Council do hereby proclaim the month of February, 2018 as Black History Month in the City of Martinsville and we urge all citizens to join in celebrating the significance of African American culture in its past, present, and future.

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Gene Teague, Mayor



## **City Council Agenda Summary**

**Meeting Date:** January 23, 2018

**Item No:** 3.

**Department:** Community Development

**Issue:** Hear an update regarding status of activities related to the Brownfield Grant the City received.

**Summary:** Staff will provide an update regarding various activities occurring through the Brownfield Grant the City received.

**Attachments:** None

**Recommendations:** Presented for information purposes - no action by Council is needed.



## City Council Agenda Summary

**Date:** January 23, 2018

**Item No:** 4.

**Department:** Telecommunications

**Issue:** Hear an update on FY18 Telecommunications operations.

**Summary:** Telecommunications Director Mike Scaffidi will present an update at the January 9 Council meeting regarding the FY18 Telecommunications budget and the status of projects.

**Attachments:** None. Additional information will be presented at the meeting.

**Recommendations:** Presented for information purposes. No Council action needed.

**Meeting Date:** January 23, 2018

**Item No:** 5.

**Department:** Finance

**Issue:** Financial Report

**Summary:**  
**FY18 – 12/31/17**

Exclusive of School and Special Revenue Funds, actual revenues were \$31,439,664, slightly greater than the amount anticipated through December 31. Local Sales & Use Taxes collected were less than anticipated by \$12,488 for total receipts of \$783,570 to date; Meals Taxes collected were also less than expected by \$9,445, for total receipts of \$873,255. Total Utility Fund revenues were \$14,925,239, less than anticipated by \$548,875, (3.5%).

Total actual expenditures were \$35,043,169, including encumbrances, which is \$317,062 less than the amount anticipated for this time period. Total Utility Fund expenses were \$16,627,757, less than anticipated by \$291,220 (1.7%).

The available cash-on-hand for all City Funds was \$15,238,675, a decrease of \$743,114 over the same time period last year.

**FY17 – 6/30/17**

As reported in the FY17 CAFR, the Fund Balance Report for Year-end FY17 indicates a net decrease in overall fund balances and utility cash equivalents of \$720,948 between year-end FY16 and year-end FY17. This amount includes the approved re-appropriations.

**Attachments:** Revenue – Expense Report 12-31-17  
YE FY17 Fund Balances 6-30-17

**Recommendations:** Motion to approve financial report.



**CITY OF MARTINSVILLE  
FUND BALANCES YE FY17**

|   | Audited Fund Balance & Cash Equiv. 06/30/16 | Revenues FY17     | Expenditures FY17 | Re-appropriated Funds | Audited Fund Balance & Cash Equiv. 06/30/17 | Net (Decrease) Increase |
|---|---|-------------------|-------------------|-----------------------|---|-------------------------|
| <b>GENERAL</b>  | <b>6,809,939</b>                            | <b>28,910,114</b> | <b>30,079,952</b> | <b>1,163,620</b>      | <b>4,476,481</b>                            | <b>(2,333,458)</b>      |
| MEALS TAX   | 844,678                                     | 2,106,392         | 2,668,373         |                       | 282,697                                     | (561,981)               |
| CAPITAL RESERVE   | 579,687                                     | 1,380,851         | 1,444,616         | 319,576               | 196,346                                     | (383,341)               |
| <b>TOTAL CAPITAL FUNDS</b>                                | <b>1,424,365</b>                            | <b>3,487,243</b>  | <b>4,112,989</b>  | <b>319,576</b>        | <b>479,043</b>                              | <b>(945,322)</b>        |
| REFUSE  | 5,328,983                                   | 2,255,618         | 2,240,388         | 32,861                | 5,311,352                                   | (17,631)                |
| WATER   | 1,911,240                                   | 3,544,906         | 2,138,409         |                       | 3,317,737                                   | 1,406,497               |
| SEWER   | 1,681,392                                   | 4,196,844         | 3,215,670         | 200,000               | 2,462,566                                   | 781,174                 |
| ELECTRIC  | 440,887                                     | 18,467,604        | 17,790,353        | 334,128               | 784,010                                     | 343,123                 |
| <b>TOTAL UTILITY FUNDS</b>                                | <b>9,362,502</b>                            | <b>28,464,972</b> | <b>25,384,820</b> | <b>566,989</b>        | <b>11,875,665</b>                           | <b>2,513,163</b>        |
| <b>*Cash &amp; Cash Equivalent Reported for Utilities</b> |   |                   |                   |                       |   |                         |
| CAFETERIA   | 1,149,493                                   | 1,751,224         | 1,530,521         |                       | 1,370,196                                   | 220,703                 |
| SCHOOLS   | 0   | 21,868,494        | 21,868,494        | 634,794               | (634,794)                                   | (634,794)               |
| SCHOOL GRANTS   | 78,554                                      | 1,830,473         | 1,896,637         |                       | 12,390                                      | (66,164)                |
| <b>TOTAL SCHOOL FUNDS</b>                                 | <b>1,228,047</b>                            | <b>25,450,190</b> | <b>25,295,651</b> | <b>634,794</b>        | <b>747,792</b>                              | <b>(480,255)</b>        |
| TELECOMMUNICATIONS  | (41,622)                                    | 2,051,726         | 1,593,086         | 22,000                | 395,017                                     | 436,639                 |
| CDBG  | 3,382                                       | 571,792           | 466,026           | 17,481                | 91,667                                      | 88,285                  |
| <b>TOTAL SP REV FUNDS</b>                                 | <b>(38,240)</b>                             | <b>2,623,518</b>  | <b>2,059,113</b>  | <b>39,481</b>         | <b>486,684</b>                              | <b>524,924</b>          |
| <b>TOTAL ALL FUNDS</b>                                    | <b>18,786,613</b>                           | <b>88,936,037</b> | <b>86,932,525</b> | <b>2,724,460</b>      | <b>18,065,665</b>                           | <b>(720,948)</b>        |

| Fund Balance Summary          |                   |                   |
|-------------------------------|-------------------|-------------------|
|                               | Total Funds:      | Total Category:   |
| <u>Non-spendable:</u>         |                   | 1,205,350         |
| Inventory                     | 1,200,075         |                   |
| Prepaid Items - Gen Fund      | 5,275             |                   |
| <u>Restricted:</u>            |                   | 0                 |
| Capital Proj - Meals Tax Fund | 0                 |                   |
| Capital Reserve Fund Project  | 0                 |                   |
| <u>Committed to:</u>          |                   | 1,424,221         |
| PART                          | 41,635            |                   |
| Cafeteria Fund                | 1,370,196         |                   |
| School Grants Fund            | 12,390            |                   |
| <u>Assigned to:</u>           |                   | 907,767           |
| Capital Reserve Fund          | 515,922           |                   |
| CDBG - Special Revenue        | 109,148           |                   |
| Meals Tax Fund                | 282,697           |                   |
| <u>Unassigned:</u>            |                   | 14,528,327        |
| Non-utility Funds:            | 3,025,234         |                   |
| Utility Funds:                | 11,503,093        |                   |
| <b>Totals:</b>                | <b>18,065,665</b> | <b>18,065,665</b> |

| Unassigned Comparison to Policy - Non-Utility Funds |              | Cash Reserves Comparison |                |
|---|--------------|--------------------------|----------------|
| Fund Balance  |              | Utility Funds            |                |
| Recommended   | Variance to  | Actual:                  | 11,503,093     |
| 10% of Budget                                       | Policy       | Recommended              | 11,367,758     |
| <b>3,024,214</b>                                    | <b>1,021</b> | Variance:                | <b>135,335</b> |

| Cash Reserves by Fund: |                   |
|------------------------|-------------------|
| Refuse:                | 4,147,536         |
| Water:                 | 1,542,101         |
| Sewer:                 | 1,905,717         |
| Electric:              | 3,772,404         |
| <b>TOTAL:</b>          | <b>11,367,758</b> |

**City of Martinsville**  
**Consolidated Revenues and Expenditures**  
**FY18 - 12/31/17**

|   | <i>Budget</i>         | <i>Anticipated</i>    | <i>Actual YTD</i>     | <i>Remaining Balance</i> | <i>Difference Ant vs. Actual</i> |
|---|-----------------------|-----------------------|-----------------------|--------------------------|----------------------------------|
| <b>General Fund</b>                               |                       |                       |                       |                          |                                  |
| Revenues  | \$ 30,134,893         | \$ 14,268,533         | \$ 14,854,210         | \$ 15,280,683            | 104.1%                           |
| Expenditures                                      | <u>31,299,302</u>     | <u>15,995,231</u>     | <u>15,969,388</u>     | 15,329,914               | 99.8%                            |
| Excess (deficiency) of revenues over expenditures | <u>\$ (1,164,409)</u> | <u>\$ (1,726,698)</u> | <u>\$ (1,115,178)</u> |                          |                                  |
|   | (Fund Bal contrib)    |                       |                       |                          |                                  |

|   | <i>Budget</i>       | <i>Anticipated</i>  | <i>Actual YTD</i>   | <i>Remaining Balance</i> | <i>Difference Ant vs. Actual</i> |
|---|---------------------|---------------------|---------------------|--------------------------|----------------------------------|
| <b>Capital Funds</b>                              |                     |                     |                     |                          |                                  |
| <b>Meals Tax</b>                                  |                     |                     |                     |                          |                                  |
| Revenues  | \$ 2,187,978        | \$ 1,067,282        | \$ 1,057,837        | \$ 1,130,141             | 99.1%                            |
| Expenditures                                      | <u>1,973,373</u>    | <u>1,519,528</u>    | <u>1,519,528</u>    | 453,845                  | 100.0%                           |
| Excess (deficiency) of revenues over expenditures | <u>\$ 214,605</u>   | <u>\$ (452,246)</u> | <u>\$ (461,691)</u> |                          |                                  |
|   | (Contrib to FB)     |                     |                     |                          |                                  |
| <b>Capital Reserve</b>                            |                     |                     |                     |                          |                                  |
| Revenues  | \$ 1,153,247        | \$ 602,378          | \$ 602,378          | \$ 550,869               | 100.0%                           |
| Expenditures                                      | <u>1,518,508</u>    | <u>926,495</u>      | <u>926,495</u>      | 592,013                  | 100.0%                           |
| Excess (deficiency) of revenues over expenditures | <u>\$ (365,261)</u> | <u>\$ (324,117)</u> | <u>\$ (324,117)</u> |                          |                                  |
| <b>TOTAL CAPITAL FUNDS:</b>                       | <u>\$ (150,656)</u> | <u>\$ (776,363)</u> | <u>\$ (785,809)</u> |                          |                                  |
|   | (Fund Bal contrib)  |                     |                     |                          |                                  |

|   | <i>Budget</i>         | <i>Anticipated</i>    | <i>Actual YTD</i>     | <i>Remaining Balance</i> | <i>Difference Ant vs. Actual</i> |
|---|-----------------------|-----------------------|-----------------------|--------------------------|----------------------------------|
| <b>Refuse Fund</b>                                |                       |                       |                       |                          |                                  |
| Revenues  | \$ 2,243,625          | \$ 848,900            | \$ 842,768            | \$ 1,400,857             | 99.3%                            |
| Expenditures                                      | <u>2,967,223</u>      | <u>1,008,353</u>      | <u>930,012</u>        | 2,037,211                | 92.2%                            |
| Excess (deficiency) of revenues over expenditures | <u>\$ (723,598)</u>   | <u>\$ (159,453)</u>   | <u>\$ (87,244)</u>    |                          |                                  |
| <b>MIINet/Fiber Optic Fund</b>                    |                       |                       |                       |                          |                                  |
| Revenues  | \$ 1,772,761          | \$ 692,216            | \$ 833,429            | \$ 939,332               | 120.4%                           |
| Expenditures                                      | <u>1,794,761</u>      | <u>932,745</u>        | <u>1,072,095</u>      | 722,666                  | 114.9%                           |
| Excess (deficiency) of revenues over expenditures | <u>\$ (22,000)</u>    | <u>\$ (240,529)</u>   | <u>\$ (238,666)</u>   |                          |                                  |
| <b>Water Fund</b>                                 |                       |                       |                       |                          |                                  |
| Revenues  | \$ 3,604,065          | \$ 1,801,563          | \$ 1,785,306          | \$ 1,818,759             | 99.1%                            |
| Expenditures                                      | <u>4,129,701</u>      | <u>1,716,741</u>      | <u>1,757,697</u>      | 2,372,004                | 102.4%                           |
| Excess (deficiency) of revenues over expenditures | <u>\$ (525,636)</u>   | <u>\$ 84,822</u>      | <u>\$ 27,609</u>      |                          |                                  |
| <b>Sewer Fund</b>                                 |                       |                       |                       |                          |                                  |
| Revenues  | \$ 4,178,512          | \$ 2,089,256          | \$ 2,159,601          | \$ 2,018,911             | 103.4%                           |
| Expenditures                                      | <u>5,650,167</u>      | <u>3,928,176</u>      | <u>3,770,987</u>      | 1,879,180                | 96.0%                            |
| Excess (deficiency) of revenues over expenditures | <u>\$ (1,471,655)</u> | <u>\$ (1,838,920)</u> | <u>\$ (1,611,385)</u> |                          |                                  |
| <b>Electric Fund</b>                              |                       |                       |                       |                          |                                  |
| Revenues  | \$ 20,041,707         | \$ 10,042,179         | \$ 9,304,134          | \$ 10,737,573            | 92.7%                            |
| Expenditures                                      | <u>21,700,133</u>     | <u>9,332,962</u>      | <u>9,096,966</u>      | 12,603,167               | 97.5%                            |
| Excess (deficiency) of revenues over expenditures | <u>\$ (1,658,426)</u> | <u>\$ 709,217</u>     | <u>\$ 207,168</u>     |                          |                                  |
| <b>TOTAL UTILITY FUNDS:</b>                       | <u>\$ (4,379,315)</u> | <u>\$ (1,204,334)</u> | <u>\$ (1,463,852)</u> |                          |                                  |
|   | (Fund Bal contrib)    |                       |                       |                          |                                  |

| <b>Consolidated Revenues and Expenditures</b>     |               |                             |                       |                              |                                       |
|---|---------------|-----------------------------|-----------------------|------------------------------|---------------------------------------|
| <b>FY18 - 12/31/17</b>                            |               |                             |                       |                              |                                       |
|   | <b>Budget</b> |                             | <b>Actual<br/>YTD</b> | <b>Remaining<br/>Balance</b> | <b>Difference<br/>Budg vs. Actual</b> |
| <b>Cafeteria</b>                                  |               |                             |                       |                              |                                       |
| Revenues  | \$            | 1,561,255                   | \$                    | \$                           | 47.8%                                 |
| Expenditures                                      |               | <u>1,597,955</u>            |                       | <u>903,227</u>               | 43.5%                                 |
| Excess (deficiency) of revenues over expenditures |               | <u>\$(36,700)</u>           |                       | <u>\$ 51,921</u>             |                                       |
|   |               | (Fund Bal contrib)          |                       |                              |                                       |
| <b>Schools</b>                                    |               |                             |                       |                              |                                       |
| Revenues  | \$            | 22,036,647                  | \$                    | \$                           | 43.6%                                 |
| Expenditures                                      |               | <u>22,806,169</u>           |                       | <u>12,312,652</u>            | 46.0%                                 |
| Excess (deficiency) of revenues over expenditures |               | <u>\$(769,522)</u>          |                       | <u>\$(883,716)</u>           |                                       |
| <b>Federal Programs</b>                           |               |                             |                       |                              |                                       |
| Revenues  | \$            | 614,376                     | \$                    | \$                           | 145.0%                                |
| Expenditures                                      |               | <u>614,376</u>              |                       | <u>(425,931)</u>             | 169.3%                                |
| Excess (deficiency) of revenues over expenditures |               | <u>\$ -</u>                 |                       | <u>\$(149,395)</u>           |                                       |
| <b>TOTAL SCHOOL FUNDS:</b>                        | \$            | <u>(806,222)</u>            | \$                    | <u>\$(981,189)</u>           |                                       |
|   |               | (fund bal contrib)          |                       |                              |                                       |
| <b>Special Revenue Funds</b>                      |               |                             |                       |                              |                                       |
| <b>CDBG Fund</b>                                  |               |                             |                       |                              |                                       |
| Revenues  | \$            | 138,283                     | \$                    | \$                           | 100.7%                                |
| Expenditures                                      |               | <u>155,764</u>              |                       | <u>(83,765)</u>              | 153.8%                                |
| Excess (deficiency) of revenues over expenditures |               | <u>\$(17,481)</u>           |                       | <u>\$(100,211)</u>           |                                       |
| <b>TOTAL SPECIAL REVENUE FUNDS:</b>               | \$            | <u>(17,481)</u>             | \$                    | <u>(100,211)</u>             |                                       |
| <b>GRAND TOTALS:</b>                              |               |                             |                       |                              |                                       |
| <i>(excluding Schools &amp; Special Revenues)</i> |               |                             |                       |                              |                                       |
| <b>Revenues:</b>                                  | \$            | <b>65,316,788</b>           | \$                    | <b>33,877,124</b>            | <b>100.1%</b>                         |
| <b>Expenditures</b>                               |               | <u><b>71,033,168</b></u>    |                       | <u><b>35,989,999</b></u>     | <b>99.1%</b>                          |
| Excess (deficiency) of revenues over expenditures |               | <u><b>\$(5,716,380)</b></u> |                       | <u><b>\$(3,603,505)</b></u>  |                                       |
|   |               | <u><b>Anticipated</b></u>   |                       |                              |                                       |
| <b>Local Sales/Use Taxes</b>                      | \$            | <b>2,065,000</b>            | \$                    | <b>783,570</b>               | <b>98.4%</b>                          |
| <b>Meals Taxes</b>                                | \$            | <b>1,820,000</b>            | \$                    | <b>873,255</b>               | <b>98.9%</b>                          |

The Budgeted Revenue amounts do not include any contributions from Fund Balance.



## City Council Agenda Summary

**Meeting Date:** January 23, 2018  
**Item No:** 6.  
**Department:** Finance  
**Issue:** Appropriation Approval

**Summary:**

The attachment amends FY18 Budget with appropriations in the following fund:

General: \$ 300,013 – Reimbursement, Donation, Refund

**Attachments:**

Consent Agenda 1-23-18

**Recommendations:** Approve

BUDGET ADDITIONS FOR 1/23/18

| ORG                        | OBJECT | DESCRIPTION   | DEBIT          | CREDIT         |
|----------------------------|--------|---|----------------|----------------|
| <b>FY18</b>                |        |   |                |                |
| <b>General Fund:</b>       |        |   |                |                |
| 01101917                   | 442810 | Categorical Other State - Highway Project                       |                | 296,132        |
| 01420152                   | 508220 | VDOT Reserve - Physical Plant Expansion Reimbursements          | 296,132        |                |
| 01100908                   | 480403 | Miscellaneous - Donations/Bike Rodeo                            |                | 1,881          |
| 01311085                   | 506081 | Police Dept. - Bike Rodeo Supplies/Grant Donations              | 1,881          |                |
| 01100909                   | 490104 | Advanced/Recovered Costs  |                | 2,000          |
| 01311085                   | 503300 | Police Dept. - Software Maintenance Refund from software vendor | 2,000          |                |
| <b>Total General Fund:</b> |        |   | <b>300,013</b> | <b>300,013</b> |