

FY 2026 Municipal Community Mitigation Fund Grant Application

Application Instructions:

- 1. All applications must be received by the Massachusetts Gaming Commission by January 31st, 2025, at 11:59 p.m. to be considered for funding for the FY 2026 grant round.
- II. Each municipality may only submit **ONE** application as a Word Document.
- III. Each project must have its own form within the appropriate category. Forms can be found below as Parts A-E. If there is more than one project in a category, please copy the form. All attachments should directly follow the relevant project form.
- IV. Be sure to fill in all the information requested on the application. Applications that are left incomplete will not be accepted.
- V. All applications must submit a detailed scope of work and timeline for implementation for all projects identified in the application.
- VI. All applications must contain appropriate backup materials that support the application.
- VII. The Municipal Grant Manager will be the person responsible for compiling the information for the quarterly reports. The application must be signed by the municipal administrator or an individual with signatory authority. Submit this completed form as well as any relevant attachments to MGCCMF@Massgaming.gov or as a response to the COMMBUYS BID BD25-1068- 1068C-1068L-107735

For more detailed instructions as well as the full FY 2026 Application Guidelines visit https://massgaming.com/about/community-mitigation-fund/

Municipal Grant Manager Information:
Applicant: City of Chelsea
Vendor Code: 6000192082
Name: Emily Granoff
Title: Deputy Director
Email Address: egranoff@chelseama.gov
Telephone: 617 466 4193
Address: 500 Broadway, Chelsea MA 02150

Grant Budget Summary

Your community's FY 2026 proposed allocation can be found at https://massgaming.com/about/community-mitigation-fund/. Use the space below to total all requests by category. Please clarify how many discreet projects your community plans to undertake per category.

Total FY 2026 Allocation:			
Application Totals by Category	# of Projects	Requested Amount	
A. Community Planning	2	\$595,000	
B. Public Safety	3	\$432,000	
C. Transportation	0		
D. Gambling Harm Reduction	0		
E. Specific Impact	0		
TOTAL		\$ 1,027,000	

l.	Are you requesting a waiver for any program
	requirement?
	Yes 🔲
	No 🔀

II. If yes, you must fill out a CMF Municipal Waiver Form. The waiver form can be found as Appendix E to the RFR on COMMBUYS or online at https://massgaming.com/about/community-mitigation-fund/forms/. Applications without a completed waiver form will not be considered for a waiver.

Budget Category Summary

Use the space below to provide an overview of all projects to be covered by this funding. You may add as many items as is pertinent to your application (you can add rows by right clicking on the row and selecting "add row"). Please provide a category, name, brief description, and amount for each item.

Category	Project Name	Description	Amount
A. Community	Discover Chelsea	Funds for the Discover Chelsea marketing	\$180,000
Planning		campaign to promote tourism to Chelsea.	
	Enterprise Center	Partnership with Bunker Hill for training and	\$415,000
	for	educating local entrepreneurs and small	
	Entrepreneurship	business owners.	
	and Training (ECET)		

B. Public Safety	CPD Personnel &	Police department traffic control equipment &	\$95,320
	Equipment	overtime	
	CFD Firefighters	Two new firefighters for the Chelsea Fire	\$336,680
		Department to support staffing up an additional	
		engine company	
C. Transportation			
D. Gambling Harm			
Reduction			
E. Specific Impact			

Applicant Certification		
On behalf of the aforementioned applicant, I hereby certify that the funds that are requested in this application will be used solely for the purposes articulated in this application.		
Signature:	Date:	
Name and Title of Signatory:	-	

Part A-Community Planning - The application should include sufficient backup information for the review team to fully understand the project(s). This information could include locus maps, requests for proposals, detailed scopes of work, drawings etc.

Project Name: Discover Chelsea Campaign		
Please provide below the contact information for the individual managing this aspect of the grant.		
Project Contact (if applicable)		
Name: Omar Miranda	Name: Emily Granoff	
Title: Civic Design Strategist	Title: Deputy Director	
Department: Housing and Community	Department: Housing and Community	
Development	Development	
Email Address: omiranda@chelseama.gov	Email Address: egranoff@chelseama.gov	
Telephone:	Telephone: 617 466 4193	
Address: 500 Broadway, Chelsea MA 02150	Address: 500 Broadway, Chelsea MA 02150	

- I. Please use the space below to identify the impact of the gaming establishment on your municipality. You may use the impacts identified in the FY 2026 Guidelines relevant to this category. If you are using an impact not identified in the guidelines, please use the space below to identify the impact. Please provide documentation or evidence that gives support for the determination that the operation of the gaming facility caused or is causing the impact (i.e., surveys, data, reports, etc.)
- Gaming establishments attract a large group of patrons and employees to their establishments that would not otherwise be present in the area. This provides opportunities for local communities and businesses to attract these patrons and employees to their communities and business establishments.
- Competition from the gaming establishment may have negative impacts on other businesses competing in the hospitality and entertainment industries.
- The presence of a gaming establishment may result in reallocated spending. Reallocated spending is spending on goods and services which would have occurred had the casinos never opened, but which did not occur because an individual chose to spend their money at the casino instead. The main areas where monies are reallocated are transportation, retail items, hotels and travel, restaurants and bars, recreation, non-live entertainment and live entertainment.
- The marketing capabilities of the gaming establishments may put other competing local businesses at a disadvantage.
 - II. Please describe the project in detail and how the proposed project will address the impact indicated above. Please include a breakdown of the proposed scope of work, the scope should be sufficiently detailed to allow the review team to understand the steps required for project completion.

Discover Chelsea Tourism Campaign: Two-Year Plan

The **Discover Chelsea Tourism Campaign** has successfully showcased Chelsea's unique culture, businesses, and attractions, while boosting visibility and driving economic activity. To build on this success, we are planning the next phase: a two-year strategy to sustain momentum and expand the campaign's impact. This

phase aims to elevate Chelsea's profile in the region by focusing on strategic advertising, immersive pop-up events, professional content creation, and high-quality marketing materials to engage both new and returning visitors while fostering community pride. The inclusion of a dedicated content creator ensures consistent storytelling, highlighting the city's rich culture, diverse businesses, and unique attractions. Pop-up events will create interactive opportunities for locals and tourists to experience the city's offerings firsthand, while advertising and marketing efforts will amplify these stories to attract new audiences and strengthen Chelsea's reputation as a welcoming, exciting destination.

Chelsea's local economy, existing in such close proximity to the Casino, has been negatively affected by the existence of the Casino nearby drawing patrons away. This campaign, which will be aimed both at the general public and at casino patrons and employees specifically, will attract both old and new consumers to Chelsea to enjoy the wealth of attractions the City offers.

This campaign will use the following strategies from the FY2025 Guidance to mitigate the impacts described above:

- Marketing and tourism plans to attract casino patrons and employees to the municipality, highlight local businesses, promote recreational and entertainment opportunities, and help communities compete with the gaming establishments for business.
- Projects to provide economic development opportunities for local businesses.

Year 1 Budget: \$90,000

Advertising Campaigns: \$15,000

- Social Media Advertising
- Digital Platform Advertising
- Tourism Magazines and Out-of-Home Ads

Marketing Materials: \$20,000

- Graphic Design and Translation
- Printed Materials
- Swag and Branded Items

Pop-Up Events: \$20,000

- Event Setup and Logistics
- Activities and Entertainment
- Event-Specific Marketing

Content Creator: \$35,000

Content Development, Community Engagement, and Strategy

Year 1 Focus:

• **Build Awareness:** Use ads, pop-up events, and content to introduce and position Chelsea as a destination.

• **Establish Foundations:** Develop a strong content calendar, create high-impact marketing materials, and lay the groundwork for sustained engagement.

Year 2 Budget: \$90,000

Advertising Campaigns: \$10,000

- Social Media Advertising
- Digital Platform Advertising
- Tourism Magazines and Out-of-Home Ads

Marketing Materials: \$20,000

- Graphic Design and Translation
- Printed Materials
- Swag and Branded Items

Pop-Up Events: \$30,000

- Event Setup and Logistics
- Activities and Entertainment
- Event-Specific Marketing

Content Creator: \$30,000

Content Development, Community Engagement, and Strategy

Year 2 Focus:

• **Deepen Engagement:** Build on the awareness from Year 1 by expanding pop-up events and creating more immersive, experiential activities.

Refine Content: Shift resources slightly to sustain the content creator while leveraging existing assets from Year 1.

Focus on Retention: Allocate more to events and marketing materials to reinforce Chelsea's appeal to returning visitors and locals.

Two-Year Objectives

- 1. Sustain Visibility
 - o In Year 1, establish Chelsea as a vibrant destination through ads and foundational efforts.
 - o In Year 2, use smaller but targeted advertising campaigns to maintain visibility and leverage word-of-mouth growth.
- 2. Create Memorable Experiences

O Double down on events in Year 2, enhancing their scale and quality to solidify Chelsea's reputation as a destination.

3. Build a Lasting Brand

• Through consistent content creation, branding, and events, establish Chelsea as a recognizable name in regional tourism.

Summary of Allocations

Category	Year 1 Budget	Year 2 Budget	Two-Year Total
Advertising Campaigns	\$15,000	\$10,000	\$25,000
Marketing Materials	\$20,000	\$20,000	\$40,000
Pop-Up Events	\$20,000	\$30,000	\$50,000
Content Creator	\$35,000	\$30,000	\$65,000
Total	\$90,000	\$90,000	\$180,000

Proposed MGC Grant Budget

Description of Purchase/Work	Timeline	QTY	Budget
Discover Chelsea 2- year tourism campaign	2 years	1	\$180,000
	TOTAL:		

Part A-Community Planning - The application should include sufficient backup information for the review team to fully understand the project(s). This information could include locus maps, requests for proposals, detailed scopes of work, drawings etc.

Project Name: Bunker Hill Enterprise Center for Entrepreneurship and Training (ECET)		
Please provide below the contact information for the individual managing this aspect of the grant.		
Project Contact (if applicable)		
Name: Karl Allen	Name: Emily Granoff	
Title: Urban Planner	Title: Deputy Director	
Department: Housing and Community	Department: Housing and Community	
Development	Development	
Email Address: kallen@chelseama.gov	Email Address: egranoff@chelseama.gov	
Telephone:	Telephone: 617 466 4193	
Address: 500 Broadway, Chelsea MA 02150	Address: 500 Broadway, Chelsea MA 02150	

- I. Please use the space below to identify the impact of the gaming establishment on your municipality. You may use the impacts identified in the FY 2026 Guidelines relevant to this category. If you are using an impact not identified in the guidelines, please use the space below to identify the impact. Please provide documentation or evidence that gives support for the determination that the operation of the gaming facility caused or is causing the impact (i.e., surveys, data, reports, etc.)
- Gaming establishments attract a large group of patrons and employees to their establishments that would not otherwise be present in the area. This provides opportunities for local communities and businesses to attract these patrons and employees to their communities and business establishments.
- Gaming establishments typically purchase millions of dollars of goods and services each year, much of which is purchased locally. This provides the opportunity for local businesses to provide these goods and services.
- Competition from the gaming establishment may have negative impacts on other businesses competing in the hospitality and entertainment industries.
- The presence of a gaming establishment may result in reallocated spending. Reallocated spending is spending on goods and services which would have occurred had the casinos never opened, but which did not occur because an individual chose to spend their money at the casino instead. The main areas where monies are reallocated are transportation, retail items, hotels and travel, restaurants and bars, recreation, non-live entertainment and live entertainment.
- The marketing capabilities of the gaming establishments may put other competing local businesses at a disadvantage.
 - II. Please describe the project in detail and how the proposed project will address the impact indicated above. Please include a breakdown of the proposed scope of work, the scope should be sufficiently detailed to allow the review team to understand the steps required for project completion.

Enterprise Center for Entrepreneurship and Training (ECET) at Bunker Hill

The Enterprise Center for Entrepreneurship and Training (ECET) is located on the Chelsea Campus of Bunker Hill Community College. The development of ECET was the result of a 2017 Non-Transportation Planning Grant provided by the MGC. The Center supports residents and small businesses in Chelsea, Everett, and surrounding communities. Funding from the Massachusetts Gaming Commission will be used to meet the primary goals of training and educating local entrepreneurs and small business owners to expand the local capacity for and access to the area economy and its anchor institutions, including the Encore Casino.

Since its opening, the Encore Casino has become an important component of and contributor to the local economy. The promise of economic mobility that it represents for local businesses to act as suppliers has only partly been realized. Minority- and Women-Owned Businesses have even higher hurdles to pass over in reaching the scale and history needed to service large institutions. Barriers are cultural, structural, procedural, as well as institutional. Talent is everywhere, but opportunity is not. The purpose of the Enterprise Center is to provide rising entrepreneurs and eager small businesses with the skills, tools, confidence, and know how to strive, participate, and succeed. The need to support these efforts falls across the whole community and particularly to the business community. This is broadly true and especially true with Encore, who has an obligation to not just be a burden, but to do good for the communities that surround it and their residents.

The Center provides much-needed small business guidance and assistance in multiple languages through in-person consultation, classes, and workshops. In addition to training opportunities in critical hospitality skills such as customer service and cultural competence, residents can learn to address talent recruitment, career readiness, business planning, and innovation. Critical components of our suite of economic development and small business technical support services include small business and financial management courses, practical certification classes, business development and scaling, one-on-one consulting and advisory services, and sharing example stories of successful entrepreneurs to inspire our community.

Please see attached scope/budget breakdowns for this project.

Proposed MGC Grant Budget

Description of Purchase/Work	Timeline	QTY	Budget
Bunker Hill Enterprise Center for	2 years	1	\$415,000
Entrepreneurship and Training			
	TO ⁻	ΓAL:	





Massachusetts Gaming Commission / ECET 2026 - 2027 Budget

The project includes four components:

Small business training
Curriculum development and translation
Small business consulting
Outreach mobilization

SMALL BUSINESS TRAINING

Business training:

Operations Strategy (in English)

Operations Strategy (in Spanish)

Financial Planning (in English)

Financial Planning (in Spanish)

Responding to Requests for Proposal (in English)

Responding to Requests for Proposal (in Spanish)

Customer Service / Professional Presentation Skills (in English)

Customer Service / Professional Presentation Skills (in Spanish)

Customer Service / Professional Presentation Skills (in Portuguese)

Salary: Instructors' Hourly Rates @ \$100 x 15 hours per class x 36 classes = \$54,000

Annual Certification Training:

ServSaf Manager certification

Salary: Instructor's Hourly Rate @\$135 x 6 hours per class x 10 classes (in English) = \$8,100

Salary: Instructor's Hourly Rate @\$135 x 6 hours per class x 10 classes (in Spanish) =

\$8,100

ServSaf Food Handler certification

Salary: Instructor's Hourly Rate @\$135 x 6 hours per class x 10 classes (in English) = \$8,100

Salary: Instructor's Hourly Rate @\$135 x 6 hours per class x 10 classes (in Spanish) =

\$8,100

ServSaf Alcohol certification

Salary: Instructor's Hourly Rate @\$135 x 6 hours per class x 10 classes (in English) = \$8,100

Salary: Instructor's Hourly Rate @\$135 x 6 hours per class x 10 classes (in Spanish) =

\$8,100

First Aid / CPR certification

Salary: Instructor's Hourly Rate @\$175 x 6 hours per class x 4 classes (in English) = \$4,200 Salary: Instructor's Hourly Rate @\$175 x 6 hours per class x 4 classes (in Spanish) = \$4,200 Salary: Instructor's Hourly Rate @\$175 x 6 hours per class x 2 classes (in Portuguese) =

\$2,100

Subtotal for 2026: \$113,100 Subtotal for 2027: \$113,100

SUBTOTAL FOR TRAINING: \$226,200

CURRICULUM DEVELOPMENT AND TRANSLATION

Salary 2026-27: Developer's Hourly Rate @\$130 x 300 hours = \$39,000

SUBTOTAL FOR CURRICULA: \$39,000

MULTI-LANGUAGE CONSULTING

English-speaking, part-time staff person:

Salary 2026: \$35/hour x 500 hours = \$17,500 Salary 2027: \$35/hour x 500 hours = \$17,500

Spanish-speaking, part-time staff person:

Salary 2026: \$35/hour x 500 hours = \$17,500 Salary 2027: \$35/hour x 500 hours = \$17,500

Portuguese-speaking, part-time staff person:

Salary 2026-27: \$35/hour x 500 hours = \$17,500

Haitian-speaking, part-time staff person:

Salary 2026-27: \$35/hour x 500 hours = \$17,500

SUBTOTAL FOR MULTI-LANGUAGE-SPEAKING CONSULTING: \$105,000

OUTREACH MOBILIZATION

Salary 2026-27: \$45/hour x 1000 HOURS = \$45,000
In-Person Community Outreach , Recruitment, Marketing, and Promotional Support

SUBTOTAL FOR OUTREACH MOBILIZATION: \$45,000

TOTAL CONTRACT: \$415,200

Part C- Public Safety - The application should include sufficient backup information for the review team to fully understand the project(s). This information could include locus maps, catalog cuts of proposed equipment purchases, quotes, training course syllabus, etc.

Project Name: CPD Time & Equipment

Please provide below the contact information for the individual managing this aspect of the grant.

Project Contact:	Additional Project Contact (if applicable)
Name: Ledia Koco	Name: Emily Granoff
Title: Business & Grants Manager	Title: Deputy Director
Department: Chelsea Police Department	Department: Housing and Community
	Development
Email Address: lkoco@chelseama.gov	Email Address: egranoff@chelseama.gov
Telephone: 617-466-4815	Telephone: 617 466 4193
Address: 19 Park Street, Chelsea MA 02150	Address: 500 Broadway, Chelsea MA 02150

- I. Please use the space below to identify the impact of the gaming establishment on your municipality. You may use the impacts identified in the FY 2026 Guidelines relevant to this category. If you are using an impact not identified in the guidelines, please use the space below to identify the impact. Please provide documentation or evidence that gives support for the determination that the operation of the gaming facility caused or is causing the impact (i.e., surveys, data, reports, etc.)
- Increased visitation and employment due to the casino will likely increase the interaction between public safety personnel and casino patrons and employees.
- It is recognized by law enforcement and the casino industry that casinos and other hospitality related businesses may attract certain types of crime including but not limited to human trafficking, money laundering, and drug trafficking. Other crimes that may be attributable to casinos include increased assaults, fraud, and property crimes.
- The presence of casinos has been demonstrated to cause an increase in cases of operating under the influence.
- Increases in traffic can cause increases in congestion, accidents, and vehicular/bicycle/pedestrian conflicts.
- The influx of visitors to a casino can result in an increase in calls for service and put pressure on local emergency services including emergency responders like fire departments and EMS. This could lead to increased needs for mutual aid.
- II. Please describe the project in detail and how the proposed project will address the impact indicated above. Please include a breakdown of the proposed scope of work, the scope should be sufficiently detailed to allow the review team to understand the steps required for project completion.

The proposed scope of work includes two main parts, equipment purchases and staff overtime for Chelsea PD.

Personnel costs will be used for overtime for traffic enforcement patrols on weekends and holidays, when traffic to and from the Casino is increased. These patrols will operate on main routes to and from the Casino, including Spruce, Second, Beacham, and Williams Streets. This will address the recognized gaming facility impact of potentially increasing the cases of operating under the influence, as well as the increases in traffic caused by congestion and accidents.

New equipment and supplies will be used to direct traffic on Casino roadways, which have seen an increase in traffic and associated need for CPD attention since the opening of the gaming establishment. A signboard with flashing lights will be particularly useful for communicating information about current conditions, and the traffic barriers will be useful during roadway work and emergency situations. The equipment and supplies will support the City in mitigating the recognized impact of the gaming facility on increasing congestion, accidents, and roadway conflicts.

This year we request additional approval to purchase two additional Flock license plate readers (LPRs) to address a critical gap in coverage between the City of Chelsea, the City of Everett, and Encore Casino. These LPRs will ensure comprehensive monitoring of all access roads leading to the casino, providing essential tools for tracking the thousands of vehicles traveling to and from the location daily. This enhanced coverage will enable real-time identification of vehicles involved in incidents at the casino or its vicinity, significantly improving public safety and the department's ability to respond effectively. The proposed system aligns with broader regional safety initiatives and ensures a robust framework for crime prevention and investigation within this high-traffic area.

Proposed MGC Grant Budget

Description of Purchase/Work	Timeline	QTY	Budget
Traffic Enforcement overtime shifts	1 year	208	\$54,080
Traffic barriers	1 year	7	\$2,940.00
Flashing signboard	1 year	1	\$25,000
Flock License plate cameras and contract	2 years	2	\$13,300
	TOTAL:		\$ 95,320

Part C- Public Safety - The application should include sufficient backup information for the review team to fully understand the project(s). This information could include locus maps, catalog cuts of proposed equipment purchases, quotes, training course syllabus, etc.

Project Name: Fire Dept. Personnel					
Please provide below the contact information for the individual managing this aspect of the grant.					
Project Contact:	Additional Project Contact (if applicable)				
Name: John Quatieri	Name: Emily Granoff				
Title: Chelsea Fire Chief	Title: Deputy Director				
Department: Chelsea Fire Department	Department: Housing and Community Development				
Email Address: jquatieri@chelseama.gov	Email Address: egranoff@chelseama.gov				
Telephone:	Telephone: 617 466 4193				
Address: 307 Chestnut Street, Chelsea	Address: 500 Broadway, Chelsea MA 02150				

- I. Please use the space below to identify the impact of the gaming establishment on your municipality. You may use the impacts identified in the FY 2026 Guidelines relevant to this category. If you are using an impact not identified in the guidelines, please use the space below to identify the impact. Please provide documentation or evidence that gives support for the determination that the operation of the gaming facility caused or is causing the impact (i.e., surveys, data, reports, etc.)
- Increased visitation and employment due to the casino will likely increase the interaction between public safety personnel and casino patrons and employees.
- The presence of casinos has been demonstrated to cause an increase in cases of operating under the influence.
- Increases in traffic can cause increases in congestion, accidents, and vehicular/bicycle/pedestrian conflicts.
- The influx of visitors to a casino can result in an increase in calls for service and put pressure on local emergency services including emergency responders like fire departments and EMS. This could lead to increased needs for mutual aid.
- II. Please describe the project in detail and how the proposed project will address the impact indicated above. Please include a breakdown of the proposed scope of work, the scope should be sufficiently detailed to allow the review team to understand the steps required for project completion.

In the years since the Casino opened, it has contributed to an increase in calls handled by the Chelsea Fire Department and an associate increase in response times to emergency calls. As recognized by the Gaming Commission, "Increased traffic associated with the gaming establishment may cause increased congestion on the major routes leading to/from the gaming establishment." In Chelsea, where major fire access roads to the western part of the City are also major routes to the gaming establishment, this increased congestion is detrimentally impacting Fire Department response times.

Chelsea is also the primary mutual aid respondent to Everett, assisting with 136 calls in that city last

year, which the Commission recognizes may have increased as a result of the gaming establishment. The number of calls CFD receives in a year has also increased overall by 30% from 2020 to 2024, in part because there are more people traveling through the City and therefore more incidents on the roads now than there were in years past.

The International Fire Code requires that 90% of calls be responded to within four minutes, from the time the 911 call is made to when firefighters arrive on the scene. In 2022, Chelsea FD was responding to 91.2% of calls within four minutes, and the majority of response times for the other 8.8% of calls were within five minutes. In 2024, 12.3% of calls took more than four minutes to respond to, and for almost half of those calls, firefighters took six or more minutes to arrive. According to Chelsea Fire Chief Quatieri, this is because the Fire Department simply cannot make it through the City like they have been able to in past years. The streets are full, and constantly congested.

Eventually CFD plans to open a new fire station in the area of Beacham and Williams, where response times are currently the most delayed. There is no fire station in that area of the City, so it is served by the central fire station in the middle of the City. Reaching emergency calls along Marginal and Beacham Streets typically requires traveling down Broadway and then portions of Marginal, Williams, and Beacham themselves, which are typically jam packed.

Chelsea has already purchased a new fire engine which will be housed at this future fire station, and is working to slowly ramp up staff in order to man the engine. The City's request is for the Gaming Commission to fund two new Fire Fighter positions for CFD for two years, to ease the transition onto the City Budget of a new company of fire fighters. Simultaneously in FY26 the City will be hiring four additional new firefighters with local funds, to work towards the additional fully-staffed company; we would consider this a 2:1 match with our request to the CMF. We are proposing to fully fund two firefighters in year one and partially fund those two firefighters in year two with CMF monies, with the remainder in year two being contributed by the City. In year three the firefighters would be fully on the City payroll. A new engine company will require twelve additional firefighters on City payroll, so these two firefighters will be only a portion of the added cost of the company.

Proposed MGC Grant Budget

Description of Purchase/Work	Timeline	QTY	Budget
New Fire Fighter salaries	2 year	2	\$330,280
EMT Stipend	1 year	2	\$3,400
Sick Bonus	1 year	2	\$3,000
	TOTAL:		\$336,680