

SOCIAL ISSUES SCRUTINY PANEL – 1 FEBRUARY 2010

CABINET - 3 FEBRUARY 2010

HOUSING REVENUE ACCOUNT BUDGET AND RENT SETTING – 2010/11

REPORT OF HEAD OF LANDLORD SERVICES

Contact Officer: Richard Botham Tel No: 01962 848421

RECENT REFERENCES:

CAB1797 - Housing Revenue Account Budget 2009/10 dated 4 February 2009

CAB1820 – Housing Revenue Account Business Plan 2009/10 dated 18 March 2009

CAB1928 – Housing Revenue Account Revised Budget 2009/10 dated 12 November 2009

EXECUTIVE SUMMARY:

This report proposes further revisions to the Housing Revenue Account (HRA) budget for 2009/10, dwelling rent increases for April 2010 and the detailed HRA budget for 2010/11. It is proposed to increase rents in line with the Government's Guideline Rent increase which will result in an average increase for City Council tenants of 1.09%.

A number of savings and efficiencies achieved in the current year have provided the opportunity to increase provision for the maintenance programme by £365,000. However, in light of the current annual shortfall of £3m, it is recommended that the current asset sales policy continues for a further year.

RECOMMENDATIONS:

Social Issues Scrutiny Panel:

That the Scrutiny Panel notes the report and comments on the Housing Revenue Account revised budget proposals for 2009/10 and budget for 2010/11 as detailed in Appendix 1.

Cabinet

That, subject to consideration of comments from TACT and the Social Issues Scrutiny Panel, Cabinet recommend to Council:

- 1 That the Head of Landlord Services be authorised to implement the housing rents for 2010/11 increase in line with the Government guideline, as set out in paragraph 5 of the report, resulting in an overall average increase of 1.09%.
- 2 That the Housing Revenue Account revised budget proposals for 2009/10 and budget for 2010/11 as detailed in Appendix 1 be approved.
- 3 That no inflationary increase be applied to garage rents.
- 4 That all service charges continue to be based on actual costs incurred, but that any individual increases be subject to the same capping rules as for dwelling rents (-0.9% + £2.17), and the Head of Landlord Services be authorised to implement the changes.
- 5 That the current policy to sell up to 10 vacant dwellings per annum be continued until March 2011.

SOCIAL ISSUES SCRUTINY PANEL – 1 FEBRUARY 2010

CABINET - 3 FEBRUARY 2010

HOUSING REVENUE ACCOUNT BUDGET AND RENT SETTING – 2010/11

REPORT OF HEAD OF LANDLORD SERVICES

DETAIL:

1 Introduction

- 1.1 The Government has recently announced the draft subsidy determination for 2010/11, which sets guideline rent levels and management and maintenance allowances for the year for all stock holding councils.
- 1.2 The Government propose a rent reduction of 0.9% plus the next allowance for moving to target rents (the majority of which will result in an overall increase in rent). Under this proposal, average rent increases for Winchester will be 1.09%. Negative subsidy increases from £8,488,000 to £8,948,000. Overall, the increase in rent income along with efficiency savings achieved over the last year will be sufficient to meet additional subsidy, salary costs and inflation provision for utilities and contracts. It has also been possible to provide a significant increase to the revenue repairs programme. The current suspended programme will need to continue at least for another year and the impact of this is discussed in this report, and in more detail below.
- 1.3 Previous reports have highlighted the budget shortfalls in maintaining the Council's Housing stock. Government allowances provide approximately £3m per annum less than is needed to maintain the stock in a reasonable condition. Scope to reduce costs in other housing services has been explored and opportunities exploited, although, both the Council's Housing management and maintenance costs are well below average, both nationally and when compared with other Hampshire landlords.
- 1.4 The Government's HRA reform proposals are due to be announced later this month. Early indications are that the proposals will be sufficient to allow the Council to address the current shortfalls and provide significant additional investment in its Landlord Service, although this can only be achieved by the Council taking on significant debt in return for being "set free" from the national subsidy system.
- 1.5 Actual Rent Increases
- 1.6 The draft subsidy determination assumes a basic reduction in current actual rents of 0.9% (-1.4% inflation plus 0.5%). The Council is then required to apply a proportion of the move towards target rents. The inflation figure is that represented by the movement in the Retail Prices Index in the 12 months to September 2009. The Government have taken advantage of negative inflation to reduce the convergence timetable to 3 years, while limiting the

impact of this on existing individual tenants by capping increases, as in previous years, to £2.17 per week above the inflation adjustment. The impact on actual rents is set out in the tables below.

1.7 The Impact of Rent Changes

- 1.8 Average rents are currently £84.77 per property. By applying the guideline rent increase, the average increase will be 1.09% or £0.92 per week giving an average rent for 2010/11 of £85.69 per week. Specific impacts on individual rents are detailed in the tables below:

Table 1 – Summary of Percentage Increases

Change %	No. of tenancies	Percentage
Reduction more than 0.5%	284	5.6%
Reduction less than 0.5%	4	0.1%
Increase up to 0.5%	1089	21.5%
Increase up to 1.0%	215	4.2%
Increase up to 1.5%	1433	28.3%
Increase up to 2.0%	1033	20.4%
Increase up to 2.5%	927	18.3%
Increase up to 3%	53	1.0%
Increase up to 3.5%	20	0.4%
Increase up to 4%	4	0.1%

Table 2 – Summary of Actual Increases

Change per week £(x48)	No. of tenancies	Percentage
Reduction of more than £1	16	0.3%
Reduction of less than £1	272	5.4%
Increase up to 50p	1103	21.8%
Increase up to £1	250	4.9%
Increase up to £1.50	2477	48.9%
Increase up to £2	944	18.6%

2 Revised Housing Revenue Account 2009/10

- 2.1 The revised HRA for 2009/10 as detailed in Appendix 1 results in a potential net surplus for the year of £297,687 and an increase in projected balances from £1,298,509 to £1,423,439. Significant changes over and above those reported in CAB1928 dated 12 November 2009 include:

- a) Subsidy Item 8 Interest – There has been a £93,000 reduction in the Item 8 charge paid to the Council's General Fund due to reduced interest rates.

- b) Pay Award Adjustment – The salary budget has been reduced by £16,000 as a result of the allowance for pay award reducing from 1.5% to 1% this year.
- c) Overheads – The net charge for overheads has reduced by £37,000.
- d) Digital Switchover - £300,000 has been transferred to the Capital Programme to fund Digital Switchover works in communal blocks as agreed in CAB1928.

3 The Suspended Repairs Programme

3.1 Throughout the last year, the Council has suspended elements of its repairs programme as a means of managing its maintenance programme within the limits set by Government grant. This has meant spending less on window, kitchen and bathroom replacements and on replacement heating systems, carrying out only essential external painting works and deferring both internal and external decorating programmes. As a short term measure, this has proved reasonably successful with no significant increase in demand or complaints.

3.2 Every effort has also been made to achieve efficiencies through effective procurement throughout the year. This has meant spending less to date than planned on:

- a) Voids – Changes to the management and commissioning of void works have reduced spend in this area significantly in the last three months without impacting on the quality of relet properties;
- b) Gas Servicing – New contracting arrangements have resulted in a significant reduction in servicing costs. These are currently estimated at £400,000 for the year and if realised by the year end any savings will be recommended to be used to fund additional capital works in 2010;
- c) Decent Homes – Resources set aside for potential decent homes works remain uncommitted. Surveys of all affected properties have been completed and works required have been less than originally projected. Again, any uncommitted resources will be recommended to be used on capital works in 2010.

4 Housing Revenue Account Budget 2010/11

4.1 The budget detailed in Appendix 1 column 5 has a net deficit of £120,000, which will result in a year-end balance at March 2011 of £1,303,439. This deficit specifically relates to a one off contribution to the capital programme of £120,000 which has been included in the budget to fund an essential major database upgrade in 2010/11 (see paragraph 6 below). This contribution reduces balances although as highlighted in paragraph 5 below, balances will remain above the minimum recommended level. Apart from this contribution, the proposals effectively represent a “balanced budget”, even after allowing for a significant increase to the repairs works budget of £365,000. This has been achieved through realising savings and additional income, including:

- a) Salaries - An overall reduction in salary costs of £12,000, even after allowing for a 0.5% pay award, annual increments for staff and a 0.5% increased pension provision. This has been achieved through the deletion of 6 posts from the establishment (3 scheme manager posts, 2 cleaners and a Supported Accommodation Manager), resulting in savings of over £80,000 per annum;
- b) Management Overheads – Overhead charges included in the budget mirror the revised charges for 2009/10 as highlighted in paragraph 2.1 c) above, resulting in a £37,000 saving;
- c) Tenant Information – The £20,000 provision for funding the new tenants handbook and revised conditions has been removed from next years budget;
- d) Telephones – phone provision at some schemes has changed, and the mobile phones contract has been renewed, achieving savings in the order of £24,000;
- e) Staff Rent Charges – With fewer resident wardens now employed by the Council, this has reduced the cost of rent subsidies by £15,000 per annum;
- f) Leaseholder Income – The budget for recovering repair costs and insurance contributions from leaseholders has been adjusted to reflect actual income for this service, resulting in an additional £65,000 budgeted income;
- g) Sheltered Service Charges – An additional £100,000 will be collected in 2010/11 as a result of the phased increase in charges to reflect actual costs. This is discussed further in paragraph 7.

4.2 The key changes to the budget set out in Appendix 1 include:

- a) HRA General – The £129,000 increase relates to staffing costs recoded from other cost centres (no net increase overall), an additional £15,000 of IT maintenance costs (see paragraph 6 below) and reduced overhead and telephone charges ;
- b) Tenant Information – The change is a result of reducing the budget for tenant publications as discussed in 4.1 c) above;
- c) Sheltered Housing – The increased budget relates to recoding of staff from Central Control as a result of the reorganisation of the sheltered housing service;
- d) Communal Services – This should be a zero cost service, fully funded by service charges. However, the impact of capping applied to phase any increase or new charge to tenants results in the net cost shown for this service;

- e) Homelessness – The increased budget relates to the net effect of the closure of the Sussex St hostel, which has resulted in Supporting People grant being reduced from £30,000 to £13,000 and licence fee income falling from £76,500 to £45,000;
- f) Repairs Admin – The reduced budget relates to lower overhead costs and recoding of staff to other cost centres;
- g) Repairs Works – It is proposed to reinvest significant savings achieved across the HRA into revenue repairs works, resulting in a £365,000 increase in this budget. Full details on how this additional resource will be used will be reported to Cabinet in March 2010;
- h) Capital Financing – The revised 2009/10 budget includes the additional £300,000 contribution to capital to fund digital switchover works;
- i) Dwelling Rents – The budget takes account of the average increase of 1.09%;
- j) Sheltered Service Charges – The increased income is discussed in detail in paragraph 6 of this report.

4.3 Further changes may be needed to take account of changes approved to the Council's General Fund budget. This could generate further savings of up to £53,000 per annum, offset by a potential £22,000 of growth. The effect of these changes will be reported as part of revised budget proposals in the new financial year.

5 HRA Balances

5.1 Balances at the start of 2009/10 were £1,125,752. The proposed revised budget will result in increasing balances to £1,303,439 at March 2010.

5.2 CIPFA recommend that reserves should be retained at a level that makes adequate provision for potential risks and sensitivities that may face the service. In order to review requirements, a risk assessment has been completed and is detailed in Appendix 3. The key change to previous risk assessment is the potential for delays in HRA reform. The assessment would suggest that reserves of at least £1,250,000 should be maintained in light of the potential risks facing the Council's Landlord Services. HRA balances provide an assurance against a potential wide range of unforeseen risks. The proposed level of balances is very low compared to other Hampshire authorities but does take full account of the assessed risks. If HRA reform is delayed significantly (as a result of a change of Government for example), the risk will need to be completely reassessed.

6 Database Upgrade

6.1 The Landlord Service relies very heavily on Orchard, a "business critical" database, and its partner products as a means of maintaining accurate tenancy information, property details and attributes, asset management and

procurement programmes (asbestos, energy efficiency, Decent Homes etc), income collection/arrears management and performance management.

- 6.2 The Council has for some time been aware that the current database will be obsolete by March 2011 and proposals to upgrade the database have been included in the Capital Programme. However, to ensure that this element of the Capital Programme can be properly funded, a one off contribution from the HRA 2010/11 budget has been included. This effectively results in a reduced HRA balance, although balances remain above the minimum recommended level determined through the risk assessment in appendix 3.
- 6.3 Provision for additional ongoing revenue maintenance costs have been included within the HRA General budget as detailed in paragraph 4.2 a) above.
- 6.4 The complexity and the need for regular updates to ensure the system is responsive to Government and regulatory changes in the social housing sector mean that it is essential for the core housing database to be fully up to date and supported. A number of statutory financial and property related returns are generated directly from the database. A replacement system from an alternative provider will cost in excess of £250,000 and therefore an upgrade of the existing product is recommended, subject to an acceptable feasibility study, business case, programme board and member approval.

7 Sheltered Service Charges

- 7.1 The current policy is for support and service charges at sheltered schemes to be based on actual costs incurred. This ensures that the special services received by supported tenants is not subsidised by general needs tenants.
- 7.2 In previous years, actual charges varied significantly from one scheme to another as a result of different service levels at each scheme, particularly where some had full time managers and others did not. Following the recent reorganisation of the sheltered housing service, service levels at each scheme have been amended to ensure all sheltered residents receive a consistent level of service at each scheme.
- 7.3 It is recommended that the current policy of charging at actual cost continues. However, it should be noted that this will result in some significant changes at certain schemes. Whilst the majority of tenants will see a reduction in charges overall, some will receive an increase. Existing tenants will be protected by the capping rules that ensure any annual increase of rent and charges combined does not exceed £2.17 per week above the inflation adjustment. Whilst any increase will not prove popular following the recent changes to management arrangements, it is important that residents at all schemes receive similar service levels and pay appropriate charges for those services.
- 7.4 The charges for 2010/11 will be presented and explained to the Sheltered Housing Informal Member/Officer Group later this month. The Supported Housing team will also arrange specific information sessions with all schemes

to inform tenants of the changes and to provide detailed summaries of costs at each scheme.

8 Capital Funding

- 8.1 The major repairs allowance for 2010/11 is £3,479,000, compared to £3,444,000 in 2009/10 (an increase of 1%). This allowance will be the major source of capital funding to support the Repairs and Renewals Programme in 2010/11, although this will be supplemented by receipts from house sales and also from any carry forwards achieved from efficiencies discussed in paragraph 3.2.
- 8.2 The asset sales policy remains in place and if sales do proceed, 50% of receipts will be reinvested into additional repair works. The HRA Business Plan for 2010/11 will set out how such receipts are invested if they are achieved. However, in the current climate, the base programme will be prepared that does not rely on these additional receipts.

9 Review of Asset Sales

- 9.1 Whilst the asset sales policy achieved its target in the first year of generating £2m of receipts, no properties were sold in 2008/09 at all. In the current year, 4 properties have been sold generating a total receipt of £850,000, 50% of which has been retained for reinvestment in the housing stock. 3 more are currently on the market.
- 9.2 In the first year, four properties came forward in the “high value compared to rental income” category and four met the “repairs in excess of £8,000 category. In the current year, 3 “high value” properties have been offered for sale, with the other 4 all requiring expensive void repairs. The £8,000 figure has been increased to £8,300 in the current year 2008.
- 9.3 To date, the sales policy has generated much needed capital resources, although market conditions have meant that receipts targets have not been achieved in the last two years.
- 9.4 As referred to above, the maintenance revenue budget for 2010/11 has increased by £350,000 and it has been possible to generate additional resources to support capital investment (such as the £300,000 for the digital switchover). However, the annual £3m shortfall remains and apart from making every effort to achieve efficiencies through procurement and improved performance, the sales policy remains the only solution that addresses this shortfall in the short term.
- 9.5 Despite the current market conditions, it is recommended that up to 10 properties annually continue to be sold, with any receipts that can be generated being used to fund programme shortfalls, particularly in the areas of boiler replacement and disabled adaptations. Every effort will be made to achieve the £2m target receipts target by selling less than 10 properties (through the sale of “high value” properties for example).

- 9.6 With the longer term Government proposals for the HRA due to be announced in February with a possible implementation of April 2011, next year should be seen as the final year of this short term approach. If proposals do not resolve the longer term investment requirements, alternative solutions will be needed as the sales policy was only ever intended as a short term measure.

OTHER CONSIDERATIONS:

10 SUSTAINABLE COMMUNITY STRATEGY AND CORPORATE BUSINESS PLAN (RELEVANCE TO):

- 10.1 The proposals accord with the principles of making the best use of all available resources by continued clear financial planning.

11 RESOURCE IMPLICATIONS:

- 11.1 As detailed in the body of the report.

12 RISK MANAGEMENT ISSUES

- 12.1 Risks associated with the budget have been assessed in detail as set out in Appendix 3

13 TACT COMMENT:

- 13.1 **So what is new from last year?** - The answer has to be not a lot despite valiant efforts from Richard Botham and his team, and we do thank you all for that. Council tenants are still in much the same position as before.
- 13.2 **Background** - A dithering government is delaying as long as possible with coming up with facts and figures regarding how councils can leave the unjust subsidy system. Is this because they are hoping they will not have to implement it, after a general election or those councils will be forced into accepting a less than favourable option? Trying to get it passed before a general election. If a change of government should occur, or if there should be a hung Parliament, will the whole procedure have to start again? Another time waster, or rejected out of hand by a new government, should this be the case.
- 13.3 **Impact of Rent Charges** - As with previous years the councils hands are tied in what they can or cannot do. The result however is the same in most cases; council tenants will be paying a rent increase, nothing new there then.
- 13.4 **The HRA Budget** - With no significant changes to the allowances, the overall budget proposals remain similar to the current year. Well done to the council for achieving some significant savings and efficiencies.
- 13.5 What does this mean for the council tenant?
- a) Will this mean the removal of the suspended repairs programme? unfortunately **No** nothing new there then

- b) Will this mean the removal of the asset sales? **NO** nothing new there either

13.6 **Sheltered Schemes Charges** - The current policy is for support and service charges at sheltered schemes to be based on actual cost incurred. This ensures that the special services received by supported tenants are not subsidized by the general needs tenants. TACT has reason to believe this has happened in the past. The subject of Sheltered Service Charges has been gone into in more detail in the paper, and will I am sure raise further questions, from the various sheltered scheme tenants, wanting answers to their many queries.

13.7 **What does this all mean to council tenants?**

- a) The Government expects to be able to come up with the information regarding the figure of the debt payment in early February 2010, and before the General election.
- b) Councils all around the country will be struggling to provide the services, repairs and maintenance that council tenants pay for out of their rent money each week. And even if the government do, it will have little effect on the current year, unless the coming general election brings about a change of heart, regarding the government, stranger things have been known to happen.

13.8 **But don't hold your breath** - It was made clear at the Housing Revenue Account Reform-The Next Steps Conference, at Trafford Hall this week, that if the Self Regulation was not acceptable to the local authorities, it was likely to continue with the negative subsidy system for the next couple of years. It would be at least two years before legislation would be considered, and that would depend on the government in power at the time. The time scale of this offer is shorter than one would like, but may be the best under the circumstances? One suspects that it might have been deliberate?

BACKGROUND DOCUMENTS:

Working papers held in the Landlord Services and Finance divisions

APPENDICES:

- 1 HRA Service Budget 2010/11
- 2 HRA Subjective Budget 2010/11
- 3 HRA Balances – Risk Assessment

Housing Revenue Account Budget 2010/11

	Actual 08-9	Original 09-10	Revised 09-10	Budget 10-11
	£	£	£	£
Housing Management - General				
Hra General	1,263,474	1,133,312	1,260,767	1,389,389
Removals Incentive Scheme	4,000	6,000	6,000	6,000
Tenants Information	145,772	159,195	147,167	123,444
Vacant Dwellings	32,788	32,000	33,684	33,684
Joint Housing Register	206,373	194,142	173,221	173,221
Estate Management	859,396	783,594	767,670	741,736
Rent Accounting	197,699	200,145	211,472	204,758
	2,709,501	2,508,388	2,599,981	2,657,232
Housing Management - Special				
Sheltered Housing	752,268	1,036,372	1,033,550	1,199,540
Communal Services	107,389	91,986	3,086	28,320
Homelessness	3,720	31,333	21,330	49,805
Estate Maintenance	210,268	304,714	310,197	310,197
Disabled Adaptations	360,849	361,095	358,727	362,354
Sewage works	207,837	161,612	161,726	161,726
Central Control	438,817	398,485	417,828	175,538
	2,081,148	2,385,597	2,306,443	2,287,480
Housing Repairs				
Repairs - administration	908,151	1,041,787	931,783	875,236
Repairs - works	3,536,703	3,430,350	3,430,350	3,793,465
	4,444,854	4,472,137	4,362,133	4,668,701
Capital Financing				
Capital Financing	3,885,475	3,849,024	4,055,659	3,987,516
	3,885,475	3,849,024	4,055,659	3,987,516
Rents & Other Income				
Dwelling Rents	-19,437,438	-20,550,000	-20,140,000	-20,359,000
Garage Rents	-767,492	-750,000	-792,000	-792,000
Sheltered Charges	-357,712	-360,000	-400,000	-500,000
Supporting People	-686,387	-675,560	-605,560	-605,560
Other Income	-239,706	-195,000	-222,000	-237,000
	-21,488,735	-22,530,560	-22,159,560	-22,493,560
Housing Subsidy				
HRA Subsidy	8,428,670	9,093,007	8,488,007	8,947,981
	8,428,670	9,093,007	8,488,007	8,947,981
Transfers				
Transfer re Pension Reserve	96,847	0	0	0
Transfer re Insurance Reserv	-257,056	49,650	49,650	49,650
	-160,210	49,650	49,650	49,650
Net Deficit/(Surplus)	-99,296	-172,757	-297,687	120,000

Housing Revenue Account Budget 2010/11 Subjective Summary

	Actual 08-09 £	Original 09-10 £	Revised 09-10 £	Budget 10-11 £
Employees	3,201,570	3,507,933	3,423,414	3,411,063
Premises	4,836,069	4,820,834	4,820,834	5,236,769
Transport	215,496	191,790	211,178	248,950
Supplies & services	607,694	373,522	447,522	359,522
Third party payments	44,119	41,000	41,000	41,000
Transfer payments	8,428,670	9,093,007	8,488,007	8,947,981
Capital financing costs	48,291,261	4,347,460	4,353,453	4,284,362
External income	- 22,871,465	- 23,365,035	- 23,061,630	- 23,404,130
Management overheads	1,853,679	1,847,614	1,540,430	1,556,378
Recharges to services	- 530,399	- 541,420	- 295,760	- 295,760
Transfers	- 44,175,990	- 489,462	- 266,135	- 266,135
	- 99,296	- 172,757	- 297,687	120,000

HRA Working Balance

Opening Balance	-	1,125,752	-	1,423,439
Add Projected Deficit/(Surplus)	-		-	297,687
Projected Balance at Year End	-	1,423,439	-	1,303,439

HRA Insurance Reserve

Opening Balance	-	45,279	-	45,279
Revenue Contribution	-	49,650	-	49,650
Projected Balance at Year End	-	94,929	-	94,929

Balance Carried Forward Total HRA Reserves	-	1,518,368	-	1,398,368
--	---	------------------	---	------------------

HRA Working Balances - Risk Assessment

Risk	Potential	Total Impact on HRA	Risk Provision	Comment
Arrears up by 1%	20%	200,000	40,000	Consistent performance, but some risk due to recession
Voids up by 1%	20%	180,000	36,000	Currently 2% - processes improved so potential now reduced
Void Repair Costs up by 30%	30%	150,000	45,000	Increased risk as kitchens/bathrooms programme reduced
Urgent Repairs up by 10%	10%	100,000	10,000	Proportion of urgent work already high for WCC
Inflation up by a further 1%	20%	100,000	20,000	Budget allowed for 3%
Impact of Interest Rate Changes	20%	100,000	20,000	Impact on capital financing/Item 8
Unforeseen uninsured losses	15%	500,000	75,000	Could include storm damage, building failure etc
Overheads increase above inflation	30%	350,000	105,000	Significant changes in recent years so risk is high
Garage voids increase by 20%	30%	118,000	35,400	Very high risk due to proposed rent increases
Failure of drainage systems	20%	250,000	50,000	Contingency removed from budget in 2005
Boiler obsolescence increases by 25%	30%	500,000	150,000	Provision being made in Cap programme so risk lower
Delays in HRA Reform	60%	1,000,000	600,000	Voluntary agreement by all councils sought, which is unlikely
Right to Buys up by 20%	30%	25,000	7,500	Possible as sales so low in last two years
Loss of 30% lifeline contracts	20%	50,000	10,000	Increased charges will impact on competitiveness of service
Other Unforeseen Budget Pressures	15%	250,000	37,500	General provision

Minimum Provision = £ 1,241,400