Financial Report

Year Ended September 30, 2005

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McGladrey & Pullen

Certified Public Accountants

Independent Auditor's Report

To the Honorable Mayor and Members of the City Council City of Excelsior Springs, Missouri

We have audited the accompanying financial statements of the governmental activities, the business-type activities, each major fund, and the aggregate remaining fund information of the City of Excelsior Springs, Missouri, as of and for the year ended September 30, 2005, which collectively comprise the City's basic financial statements as listed in the table of contents. These financial statements are the responsibility of the City of Excelsior Springs, Missouri's management. Our responsibility is to express opinions on these financial statements based on our audit. We did not audit the financial statements of the City Hospital, the discretely presented component unit of the City which represents all of the assets and revenues of the discretely presented component unit opinion unit. Those financial statements were audited by other auditors whose report thereon has been furnished to us, and our opinion, insofar as it relates to the amounts included for the City Hospital, is based on the report of the other auditors.

We conducted our audit in accordance with auditing standards generally accepted in the United States of America and the standards applicable to financial audits contained in *Government Auditing Standards*, issued by the Comptroller General of the United States. The financial statements of the City Hospital, the discretely presented component unit, were not audited in accordance with *Government Auditing Standards*. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. We believe that our audit provides a reasonable basis for our opinions.

In our opinion, based on our audit and the report of other auditors, the financial statements referred to above present fairly, in all material respects, the respective financial position of the governmental activities, the business-type activities, the discretely presented component unit, each major fund, and the aggregate remaining fund information of the City of Excelsior Springs, Missouri, as of September 30, 2005, and the respective changes in financial position and cash flows, where applicable, thereof and the respective budgetary comparison for the General Fund, Construction Services Fund and Parks and Recreation Fund for the year then ended in conformity with accounting principles generally accepted in the United States of America.

In accordance with *Government Auditing Standards*, we have also issued our report dated December 9, 2005 on our consideration of the City of Excelsior Springs, Missouri's internal control over financial reporting and our tests of its compliance with certain provisions of laws, regulations, contracts and grant agreements, and other matters. The purpose of that report is to describe the scope of our testing of internal control over financial reporting and compliance and the results of that testing, and not to provide an opinion on the internal control over financial reporting or on compliance. That report is an integral part of an audit performed in accordance with *Government Auditing Standards* and should be considered in assessing the results of our audit.

The Management's Discussion and Analysis on pages 3 through 13 and the Pension Plan Schedule of Funding Progress and Schedule of Employer Contributions on page 60 are not a required part of the basic financial statements but are supplementary information required by the accounting principles generally accepted in the United States of America. We have applied certain limited procedures, which consisted principally of inquiries of management regarding the methods of measurement and presentation of the required supplementary information. However, we did not audit the information and express no opinion on it.

Our audit was conducted for the purpose of forming opinions on the financial statements that collectively comprise the City of Excelsior Springs, Missouri's basic financial statements. The combining and individual nonmajor fund financial statements and other schedules, listed in the table of contents as supplementary information, are presented for purposes of additional analysis and are not a required part of the basic financial statements. Such information has been subjected to the auditing procedures applied in the audit of the basic financial statements and, in our opinion, is fairly stated in all material respects in relation to the basic financial statements taken as a whole.

McGladry of Pullen, LLP

Kansas City, Missouri December 9, 2005

Management's Discussion and Analysis

As management of the City of Excelsior Springs, we offer readers of the City of Excelsior Springs' financial statements this narrative overview and analysis of the financial activities of the City of Excelsior Springs for the fiscal year ended September 30, 2005. All amounts, unless otherwise indicated, are expressed in thousands of dollars.

Financial Highlights

- The assets of the City of Excelsior Springs (primary government only) exceeded its liabilities at the close of the most recent fiscal year by \$14,452,189. Of this amount, \$6,903,226 may be used to meet the government's ongoing obligations to citizens and creditors. For fiscal year 2004, assets exceeded liabilities by \$13,222,286 of which \$6,805,348 was unrestricted.
- The government's total net assets increased by \$1,229,903. Most of this increase is attributable to increased property tax collections, increased financial institution taxes, and increased gain on the sale of capital assets, partially offset by decreased franchise fees and miscellaneous revenue. Total net assets increased \$60,027 in fiscal year 2004 mostly due to increased franchise taxes, increased railroad and utility taxes, and increased utility (water, sewer and refuse) revenues, offset by decreased sales, use, and property tax collections.
- As of the close of the current fiscal year, the City of Excelsior Springs' governmental funds reported combined ending fund balances of \$6,624,333, an increase of \$236,744. Approximately \$5,455,000 of this amount is available for spending at the government's discretion. Total governmental funds combined ending fund balances in fiscal year 2004 were \$6,387,589.
- At the end of the current fiscal year, the unreserved fund balance for the General Fund was \$2,023,990 or forty percent of total General Fund expenditures.
- The City of Excelsior Springs total debt (excluding compensated absences) decreased by \$1,177,129
 (8 percent) during the current fiscal year.

Overview of the Financial Statements

This discussion and analysis is intended to serve as an introduction to the City of Excelsior Springs' basic financial statements. The City of Excelsior Springs' basic financial statements comprise three components: 1) government-wide financial statements, 2) fund financial statements, and 3) notes to basic financial statements. This report also contains other supplementary information in addition to the basic financial statements themselves.

Government-wide financial statements. The government-wide financial statements are designed to provide readers with a broad overview of the City of Excelsior Springs' finances, in a manner similar to a private-sector business.

The statement of net assets presents information on all of the City of Excelsior Springs' assets and liabilities, with the difference between the two reported as net assets. Over time, increases or decreases in net assets may serve as a useful indicator of whether the financial position of the City of Excelsior Springs is improving or deteriorating.

The statement of activities presents information showing how government's net assets changed during the most recent fiscal year. All changes in net assets are reported as soon as the underlying event giving rise to the change occurs, regardless of related cash flows. Thus, revenues and expenses are reported in this statement for some items that will only result in cash flows in future fiscal periods (e.g., uncollected taxes and earned but unused vacation leave).

Management's Discussion and Analysis

Both of the government-wide financial statements distinguish functions of the City of Excelsior Springs that are principally supported by taxes and intergovernmental revenues (governmental activities) from other functions that are intended to recover all or a significant portion of their costs through user fees and charges (business-type activities). The governmental activities of the City of Excelsior Springs include general government, public safety, transportation (or OMNI), public works, health and welfare, recreational activities, and community betterment.

The government-wide financial statements include not only the City of Excelsior Springs itself (known as the primary government), but also the legally separate hospital for which the City of Excelsior Springs is financially accountable. Financial information for this component unit is reported separately from the financial information presented for the primary government itself.

The government-wide financial statements can be found on pages 14-17 of this report.

Fund financial statements. A fund is a grouping of related accounts that is used to maintain control over resources that have been segregated for specific activities or objectives. The City of Excelsior Springs, like other state and local governments, uses fund accounting to ensure and demonstrate compliance with finance-related legal requirements. All of the funds of the City of Excelsior Springs can be divided into three categories: governmental funds, proprietary funds, and fiduciary funds.

Governmental funds. Governmental funds are used to account for essentially the same functions reported as governmental activities in the government-wide financial statements. However, unlike government-wide financial statements, governmental fund financial statements focus on near-term inflows and outflows of spendable resources, as well as balances of spendable resources available at the end of the fiscal year. Such information may be useful in evaluating a government's near-term financing requirements.

Because the focus of governmental funds is narrower than that of the government-wide financial statements, it is useful to compare the information presented for governmental funds with similar information presented for governmental activities in the government-wide financial statements. By doing so, readers may better understand the long-term impact of the government's near-term financing decisions. Both the governmental fund balance sheet and the governmental fund statement of revenues, expenditures, and changes in fund balances provide a reconciliation to facilitate this comparison between governmental funds and governmental activities.

The City of Excelsior Springs maintains twenty individual governmental funds. Information is presented separately in the governmental fund balance sheet and in the governmental fund statement of revenues, expenditures, and changes in fund balances for the General Fund, Construction Services Special Revenue Fund and Parks and Recreation Special Revenue Fund, which are considered to be major funds. Data from the other seventeen funds are combined into a single, aggregated presentation. Individual fund data for each of these nonmajor governmental funds is provided in the form of combining statements elsewhere in this report.

The basic governmental fund financial statements can be found on pages 18-24 of this report.

Proprietary funds. The City of Excelsior Springs maintains one type of proprietary fund. Enterprise funds are used to report the same functions presented as business-type activities in the government-wide financial statements. The City of Excelsior Springs uses enterprise funds to account for its water, sewer, golf, airport, and refuse operations.

Proprietary funds provide the same type of information as the government-wide financial statements, only in more detail. The proprietary fund financial statements provide separate information for water, sewer, and golf course operations, all of which are considered major funds of the City of Excelsior Springs. Conversely, Airport and Refuse operations are combined into a single, aggregated presentation in the proprietary fund financial statements.

Management's Discussion and Analysis

The basic proprietary fund financial statements can be found on pages 25-32 of this report.

Fiduciary funds. Fiduciary funds are used to account for resources held for the benefit of parties outside the government. Fiduciary funds are not reflected in the government-wide financial statements because the resources of those funds are *not* available to support the City of Excelsior Springs' own programs. The accounting used for fiduciary funds is much like that used for proprietary funds.

The basic fiduciary fund financial statements can be found on page 33 of this report.

Notes to basic financial statements. The notes provide additional information that is essential to a full understanding of the data provided in the government-wide and fund financial statements. The notes to basic financial statements can be found on pages 34-59 of this report.

Other information. The combining statements referred to earlier in connection with nonmajor funds and combining and individual fund statements and schedules can be found on pages 61-74 of this report.

Government-Wide Financial Analysis

As noted earlier, net assets may serve over time as a useful indicator of a government's financial position. In the case of the City of Excelsior Springs, primary governmental assets exceeded liabilities by \$14,452,189 at the close of the most recent fiscal year.

A large portion of the City of Excelsior Springs' net assets (37 percent) reflects its investment in capital assets (e.g., land, buildings, machinery, and equipment), less any related debt issued to acquire those assets that is still outstanding. The City of Excelsior Springs uses these capital assets to provide services to citizens; consequently, these assets are not available for future spending. Although the City of Excelsior Springs' investment in its capital assets is reported net of related debt, it should be noted that the resources needed to repay this debt must be provided from other sources, since the capital assets themselves cannot be used to liquidate these liabilities.

	City of Excelsior Springs' Net Assets					
	Governme	ntal Activities	Business-Type Activities		Total	
	2005	2004	2005	2004	2005	2004
Current and other assets	\$ 8,181,226	\$ 7,906,366	\$ 3,608,970	\$ 3,423,593	\$ 11,790,196	\$ 11,329,959
Capital assets	6,120,405	5,572,523	12,100,883	12,509,018	18,221,288	18,081,541
Total assets	14,301,631	13,478,889	15,709,853	15,932,611	30,011,484	29,411,500
Long-term liabilities outstanding	5,591,700	6,339,196	6,226,584	6,662,487	11,818,284	13,001,683
Other liabilities	2,678,529	2,310,385	1,062,482	877,146	3,741,011	3,187,531
Total liabilities	8,270,229	8,649,581	7,289,066	7,539,633	15,559,295	16,189,214
Net assets: Invested in capital assets,						
net of related debt	(102,176)	(1,264,482)	5,455,222	5,423,336	5,353,046	4,158,854
Restricted	1,023,917	1,003,084	1,172,000	1,255,000	2,195,917	2,258,084
Unrestricted	5,109,661	5,090,706	1,793,565	1,714,642	6,903,226	6,805,348
Total net assets	\$ 6,031,402	\$ 4,829,308	\$ 8,420,787	\$ 8,392,978	\$ 14,452,189	\$ 13,222,286

Management's Discussion and Analysis

A portion of the City of Excelsior Springs' net assets (15 percent) represents resources that are subject to external restrictions on how they may be used. The remaining balance of unrestricted net assets (\$6,903,226) may be used to meet the government's ongoing obligations to citizens and creditors.

At the end of the current fiscal year, the City of Excelsior Springs is able to report positive balances in all three categories of net assets for the government as a whole as well as for separate business-type activities; however, long-term liabilities exceeded the net book value of governmental capital assets resulting in a net liability in capital assets net of related debt. This situation is related to the fact that the City of Excelsior Springs has not yet capitalized infrastructure assets purchased or constructed prior to October 1, 2002. Once infrastructure assets are capitalized, the net liability should decrease. The same situation held true for the prior fiscal year.

There was a decrease of \$83,000 in restricted net assets reported in connection with the City of Excelsior Springs' business-type activities. This decrease resulted primarily from the release of collateral pledged by the Missouri Department of Natural Resources related to the 1992 Sewerage Revenue Bonds.

The government's net assets increased by \$1,229,903 during the current fiscal year. This is almost entirely attributable to the revenue increases and expenditure decreases described below in the governmental activities section.

	City of Excelsior Springs' Changes in Net Assets					
	Governmental Activities 2005	Business-Type Activities 2005	2005 Total	Governmental Activities 2004	Business-Type Activities 2004	2004 Total
Revenues:						
Program revenues:						
Charges for services	\$ 1,312,662	\$ 3,777,531 \$	5,090,193	\$ 1,136,028	\$ 3,793,359	\$ 4,929,387
Operating grants and contributions	641,110	-	641,110	781,977	-	781,977
Capital grants and						
contributions		150,084	150,084	-	_	-
General revenues:		·				
Property taxes	1,550,778	-	1,550,778	1,401,668	-	1,401,668
General sales and use tax	3,383,671	-	3,383,671	3,369,517	_	3,369,517
Franchise tax	1,070,849	-	1,070,849	1,121,139	_	1,121,139
Cigarette tax	104,224	-	104,224	103,656	-	103,656
Railroad and utility/financial				,		•
institution tax	76,421	-	76,421	40,674	_	40,674
Gain on sale of capital assets	4,367	-	4,367	· -	-	· -
Investment earnings	175,527	131,484	307,011	120,513	100,106	220,619
Miscellaneous	38,637		38,637	112,378	<i>-</i>	112,378
Total revenues	8,358,246	4,059,099	12,417,345	8,187,550	3,893,465	12,081,015

	City of Excelsior Springs' Changes in Net Assets (Continued)					
	Governmental Activities 2005	Business-Type Activities 2005	2005 Total	Governmental Activities 2004	Business-Type Activities 2004	2004 Total
Expenses:	-					
General government	741,077	-	741,077	790,958	-	790,958
Public safety	4,007,447	-	4,007,447	3,791,455	-	3,791,455
Transportation	118,869	-	118,869	155,612	-	155,612
Public works	864,625	-	864,625	1,522,617	-	1,522,617
Health and welfare	51,643	-	51,643	48,715	-	48,715
Recreational activities	383,466	-	383,466	418,771	-	418,771
Community betterment	908,513	-	908,513	980,721	-	980,721
Interest and fiscal charges	396,908	-	396,908	469,131	-	469,131
Water	-	1,724,911	1,724,911	-	1,820,589	1,820,589
Sewer		929,790	929,790	-	968,257	968,257
Golf	-	735,904	735,904	-	736,727	736,727
Airport	-	3,087	3,087	-	2,955	2,955
Refuse	*	321,202	321,202	-	314,480	314,480
Total expenses	7,472,548	3,714,894	11,187,442	8,177,980	3,843,008	12,020,988
Transfers	316,396	(316,396)		317,659	(317,659)	
Change in net assets	1,202,094	27,809	1,229,903	327,229	(267,202)	60,027
Net assets, beginning	4,829,308	8,392,978	13,222,286	4,502,079	8,660,180	13,162,259
Net assets, ending	\$ 6,031,402	\$ 8,420,787	\$ 14,452,189	\$ 4,829,308	\$ 8,392,978	\$ 13,222,286

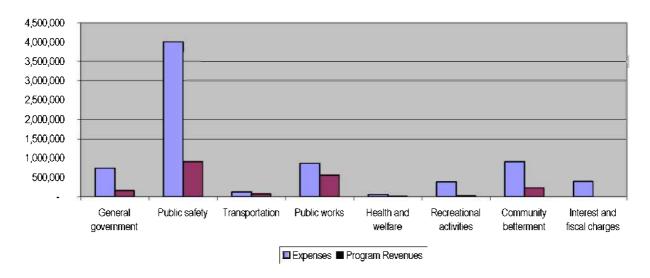
Governmental activities. Governmental activities increased the City of Excelsior Springs' net assets by \$1,202,094. Key elements of this increase are as follows:

- Property tax revenues increased by \$149,110 (10.6 percent) during the year. This increase was caused primarily by new construction and reassessment of growth.
- Charges for services increased by \$176,634 (15.5 percent) during the year. Elements of this increase
 included the following: a \$42,322 (7.4 percent) increase in net ambulance billings caused primarily by
 execution of a contract with the Eastern Clay County Ambulance District; a \$56,022 (29.9 percent) increase
 in net municipal court revenues related to increased enforcement activities; and an \$87,374 (86.4 percent)
 increase in community betterment revenues related to collection of an NID assessment.
- Revenues from operating grants and contributions decreased by \$140,067 (18.0 percent), related primarily to an \$88,884 (46.3 percent) decrease in county road and bridge monies received.
- General government expenses exceeded program revenues by \$53,341 (8.4 percent) less during 2005 than 2004. This increase was caused by a decrease in expenses across the board.
- Public safety expenses exceeded program revenues by \$116,234 (3.9 percent) more during 2005 than 2004.
 This increase was caused by a \$40,980 (21.0 percent) increase in municipal court expenses related primarily to the increased cost of housing prisoners. Increases in other public safety expenses were in line with inflation.
- Transportation expense exceeded program revenues by \$20,394 (28.5 percent) less during 2005 than 2004. This decrease was caused primarily by a transition of part-time employees in lieu of full-time employees.

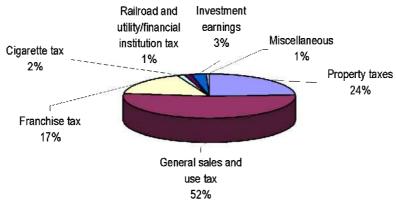
Management's Discussion and Analysis

- Public works (primarily street department) expenses exceeded program revenues by \$567,087 (42.8 percent) less during 2005 than 2004. This decrease was caused primarily by the capitalization of street improvements during the year.
- Recreational activity expenses exceeded program revenues by \$23,453 (6.1 percent) less during 2005 than 2004. This decrease was caused by decreased parks and recreation expenses which were partially offset by lower revenues.
- Community betterment expenses exceeded program revenues by \$166,526 (19.6 percent) less during 2005 than 2004. This decrease was caused primarily by decreased TIF surplus disbursements as monies were held to extinguish the debt early and by increased program revenues related to the collection of the NID assessment previously mentioned.
- Interest and fiscal charges decreased by \$72,223 from 2004 to 2005. This decrease was caused primarily by
 the fact that both the Price Chopper and Wal-Mart/Elms TIF bonds were refinanced late in 2003 to take
 advantage of lower interest rates. This resulted in lower interest expense during 2005 as this was the first full
 year that the new bonds were in place.

Expenses and Program Revenues - Governmental Activities



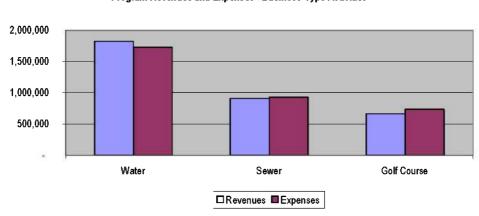
Revenues by Source - Governmental Activities



Management's Discussion and Analysis

Business-type activities. Business-type activities increased the City of Excelsior Springs' net assets by \$27,809. Key elements of this increase are as follows:

- Charges for services for business-type activities were relatively flat, decreasing by \$15,828 (0.4 percent).
- Operating expenses for business-type activities decreased by \$128,114 (3.3 percent). Decreases in water, sewer and golf expenses offset by increased airport and refuse expenses accounted for all of this decrease.
- Interest income for business-type activities increased by \$31,378 (31.3 percent), primarily due to higher interest rates.



Program Revenues and Expenses - Business-Type Activities

Financial Analysis of the Government's Funds

As noted earlier, the City of Excelsior Springs uses fund accounting to ensure and demonstrate compliance with finance-related legal requirements.

Governmental funds. The focus of the City of Excelsior Springs' *governmental funds* is to provide information on near-term inflows, outflows and balances of *spendable resources*. Such information is useful in assessing the City of Excelsior Springs' financing requirements. In particular, *unreserved fund balance* may serve as a useful measure of a government's net resources available for spending at the end of the fiscal year.

As of the end of the current fiscal year, the City of Excelsior Springs' governmental funds reported combined ending fund balances of \$6,624,333, an increase of \$236,744 in comparison with the prior year. Approximately \$5,455,000 is unreserved.

The General Fund is the chief operating fund of the City of Excelsior Springs. At the end of the current fiscal year, the unreserved fund balance of the General Fund was \$2,023,990; however, the City Council has designated \$1,200,000 as an emergency fund. As a measure of the General Fund's liquidity, it may be useful to compare both the undesignated fund balance and the total fund balance to total fund expenditures. The undesignated unreserved fund balance represents 16 percent of General Fund expenditures, while the total fund balance represents 49 percent of that same amount.

Management's Discussion and Analysis

The fund balance of City of Excelsior Springs' General Fund increased by \$114,301 during the current fiscal year. Key factors in this growth are as follows:

- Total revenues increased by \$87,798 (1.7 percent). This increase was caused primarily by increased tax revenues \$87,680, fines and forfeitures \$56,022 and charges for services revenues \$42,237. These increased revenues were partially offset by reductions in intergovernmental revenues of \$87,340 and other revenues of \$28,218.
- Total expenditures decreased by \$29,154 (0.58 percent). This decrease was caused primarily by decreased public works expenditures \$20,895 and community betterment expenditures \$68,444, partially offset by increased public safety expenditures \$53,682.
- Other financing sources decreased by \$138,708 (133.8 percent). This decrease was caused primarily by the
 fact the 2004 financial statements include the impact of a \$90,750 ambulance which was funded by a
 transfer from the capital equipment fund.

Proprietary Funds. The City of Excelsior Springs's proprietary funds provide the same type of information found in the government-wide financial statements, but in more detail.

Unrestricted net assets of the Water Fund, the Pollution Control (Sewer) Fund, and the Golf Course Fund at the end of the current fiscal year amounted to \$4,076,532, \$4,651,353, and (\$421,373), respectively. The increase/decline in net assets for these funds was (\$15,836), \$119,029, and (\$84,605), respectively. Other factors concerning the finances of these three funds have already been addressed in the discussion of the City of Excelsior Springs' business-type activities.

General Fund

The overall increase in revenues between the original budget and the final amended budget was an increase of \$209,521. The overall increase in expenditures between the original budget and the final amended budget was \$124,468. These changes can be briefly summarized as follows:

- Tax revenues increased by \$143,717 (4.65 percent) and charges for services increased by \$51,327 (9.19 percent) while other modest increases and decreases were noted.
- General government budgeted expenditures increased by \$53,377. This increase was caused primarily by a \$28,431 increase in City Manager/City Council expenditures and a \$30,182 increase in Building and Operations expenditures. These increases were partially offset by immaterial decreases in other areas.
- Public works budgeted expenditures decreased by \$40,546. This decrease was caused primarily by a
 decrease in salary and benefit expenditures accompanied by other immaterial increases and decreases in
 budgeted public works expenditures.
- Public safety budgeted expenditures increased by \$163,296, as follows: Police Department \$19,064, Municipal Court \$50,139; and Fire Department \$94,093. The increase in budgeted police department was primarily caused by an increase in capital purchases partially offset by decreased salary and benefit expenditures. The increase in budgeted municipal court expenditures was caused by increased prisoner housing and medical expenditures. The increase in budgeted fire department expenditures was caused primarily by increased salary and benefit expenditures partially offset by immaterial decreases in other areas.
- Community betterment budgeted expenditures decreased by \$51,659. This decrease was caused primarily
 by a decrease in Inspection Department salary and benefit expenditures related to the elimination of one
 position. In addition, Transportation budgeted expenditures decreased related to a reduction in the hours
 and days that the City bus system was available.

Management's Discussion and Analysis

Construction Services Fund

The overall decrease in revenues between the original construction services fund budget and the final amended budget was a decrease of \$164,876. The overall decrease in expenditures between the original budget and the final amended budget was \$110,595. These changes can be briefly summarized as follows:

- License, permit and fee revenues and other revenues decreased by \$4,000 (100 percent) and \$185,559 (95.3 percent), respectively, while intergovernmental revenues increased by \$24,683. The decrease in other revenues was caused by the reduced funding from the special road district as equipment purchases were not made.
- Public works budgeted expenditures decreased by \$13,549 (1.3 percent). This decrease was caused
 primarily by a decrease in salary and benefit expenditures accompanied by other immaterial increases and
 decreases in budgeted public works expenditures.
- Capital outlay budgeted expenditures decreased by \$97,046 (55.1 percent). This decrease was caused by the fact that the budget included the replacement of one piece of machinery which was instead rebuilt.

Parks and Recreation Fund

The overall increase in revenues between the original parks and recreation fund budget and the final amended budget was an increase of \$49,728. The overall increase in expenditures between the original budget and the final amended budget was \$140,787. These changes can be briefly summarized as follows:

- Tax revenues increased by \$39,568 (9.3 percent) and penalty and interest revenues increased by \$9,260 (231.5 percent) while other modest increases were noted.
- Budgeted recreation expenditures increased by \$22,728 (6.2 percent). This increase was caused primarily by increased salary and benefit expenditures.
- Budgeted capital outlay expenditures increased by \$118,059 (310.7 percent). This increase was caused by the addition of a skate park which was not included in the original budget.