

# County of Fairfax, Virginia

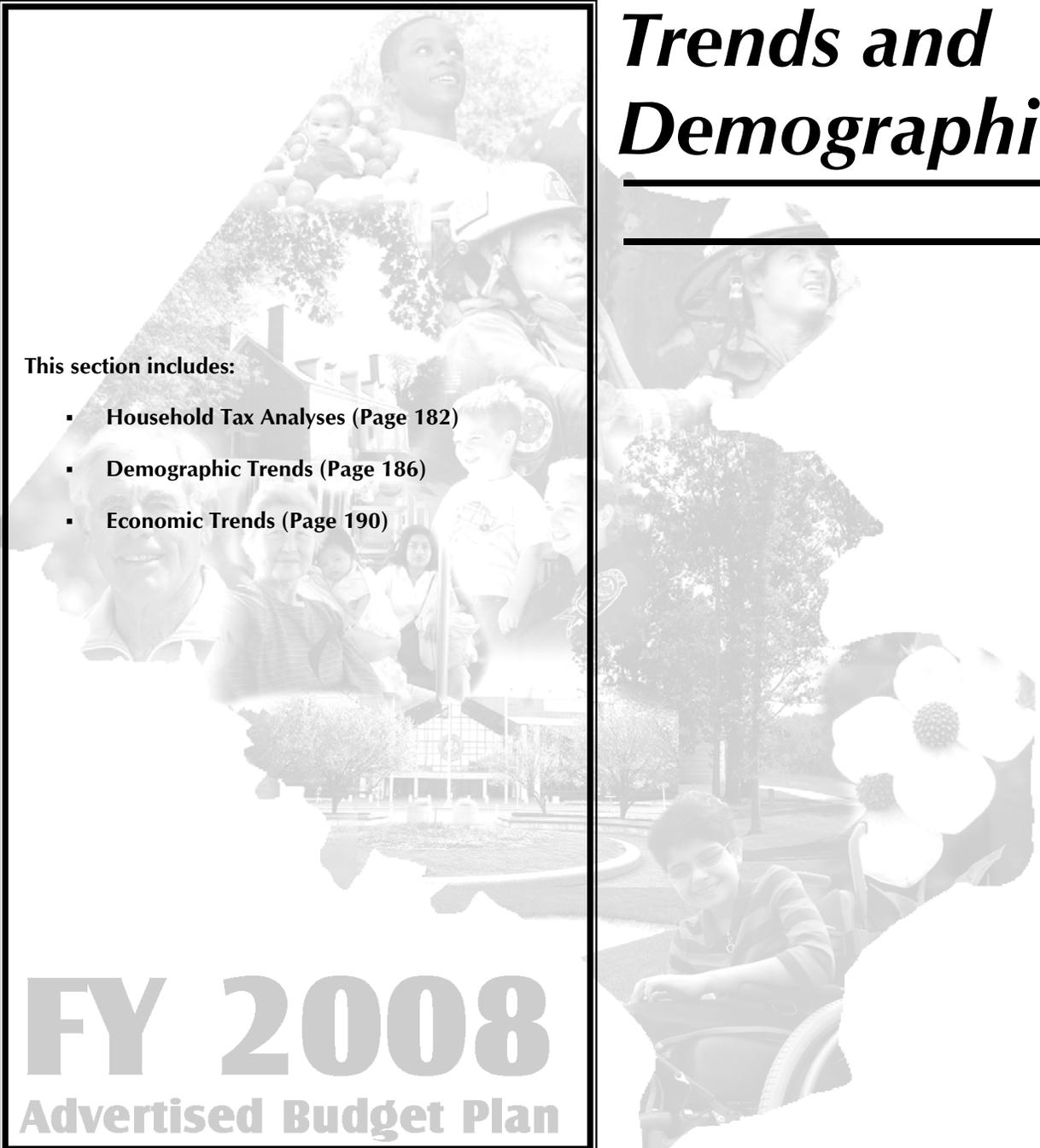
## ***Trends and Demographics***

---

---

This section includes:

- Household Tax Analyses (Page 182)
- Demographic Trends (Page 186)
- Economic Trends (Page 190)



**FY 2008**  
**Advertised Budget Plan**

# Trends and Demographics

## HOUSEHOLD TAX ANALYSES

The following analyses illustrate the impact of selected County taxes on the "typical" household from FY 2002 to FY 2008. This period provides five years of actual data, estimates for FY 2007 based on year-to-date experience, and projections for FY 2008. Historical dollar amounts are converted to FY 2008 dollar equivalents for comparison purposes using the Consumer Price Index for All Urban Consumers (CPI-U) for the Washington-Baltimore area. The Washington metropolitan area has experienced average annual inflation of 3.4 percent from FY 2002 to FY 2006. Preliminary projections for inflation in FY 2007 and FY 2008 are based on a forecast of 3.0 percent using the January 2007 issue of the Blue Chip Economic Indicators, and adjusting for the relatively higher rate of inflation that has occurred in the Washington area, compared nationally.

## HOUSEHOLD TAXATION TRENDS: SELECTED CATEGORIES FY 2002 - FY 2008

The charts on the following pages show the trends in selected taxes (Real Estate Taxes, Personal Property Taxes, Sales Taxes and Consumer Utility Taxes) paid by the "typical" household in Fairfax County. It is important to note that the following data are not intended to depict a comprehensive picture of a household's total tax burden in Fairfax County.

The "typical" household in Fairfax County is projected to pay \$5,577.20 in selected County taxes in FY 2008, \$182.22 less than FY 2007 after adjusting for inflation. From FY 2002 to FY 2008, the inflation adjusted increase in selected County taxes for the "typical" household is \$1,280.51, or an average annual increase of 4.4 percent. Note that taxes paid in FY 2002 through FY 2007 reflect the Personal Property Tax Relief Act of 1998 (PPTRA), which reduced an individual's Personal Property Tax liability by 47.5 percent in FY 2001, and 70.0 percent in FY 2002 through FY 2006. For FY 2007, PPTRA will reduce an individual's Personal Property Tax liability by 66.67 percent due to the state capping its PPTRA reimbursement to localities. Based on a preliminary County staff analysis, the estimated effective state reimbursement percentage will be 66.67 percent for FY 2008. The FY 2008 effective state reimbursement percentage for PPTRA is subject to change. The PPTRA applies to vehicles valued up to \$20,000 owned by individuals.

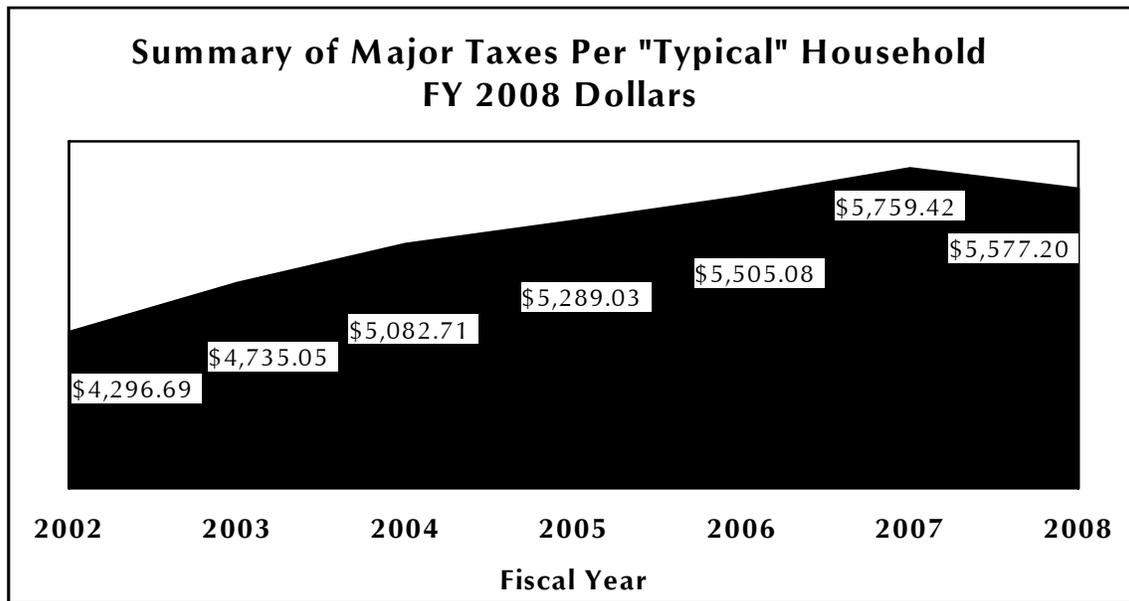
### Summary of Major Taxes Per "Typical" Household

	Number of Households	Real Estate Tax in FY 2007 Dollars	Personal Property Tax in FY 2008 Dollars <sup>1</sup>	Sales Tax in FY 2008 Dollars	Consumer Utility Tax in FY 2008 Dollars	Total Taxes in FY 2008 Dollars <sup>1</sup>
<b>FY 2002</b>	363,677	\$3,530.58	\$275.76	\$422.21	\$68.14	\$4,296.69
<b>FY 2003</b>	366,585	\$3,978.20	\$277.58	\$410.58	\$68.69	\$4,735.05
<b>FY 2004</b>	370,322	\$4,298.63	\$280.99	\$436.33	\$66.76	\$5,082.71
<b>FY 2005</b>	377,600	\$4,529.26	\$262.28	\$434.14	\$63.35	\$5,289.03
<b>FY 2006</b>	384,149	\$4,758.04	\$265.97	\$421.09	\$59.98	\$5,505.08
<b>FY 2007<sup>2</sup></b>	390,811	\$4,991.81	\$291.25	\$417.97	\$58.39	\$5,759.42
<b>FY 2008<sup>2</sup></b>	397,589	\$4,830.42	\$277.34	\$412.84	\$56.60	\$5,577.20

<sup>1</sup> Personal Property Taxes paid incorporate reductions in Personal Property Tax bills sent to citizens under the State's Personal Property Tax Relief program. FY 2002 through FY 2006 include a 70.0 percent reduction. The FY 2007 and preliminary FY 2008 reduction is 66.67 percent due to the Commonwealth capping the Personal Property Tax Relief program's reimbursement to localities. The difference in revenue will be paid to the County by the Commonwealth.

<sup>2</sup> Estimated

## Trends and Demographics



### Real Estate Tax Per "Typical" Household

	Mean Assessed Value of Residential Property	Tax Rate per \$100	Tax per Household	Tax per Household in FY 2008 Dollars
<b>FY 1991</b>	\$196,514	\$1.11	\$2,181.31	\$3,458.80
<b>FY 2002</b>	\$234,749	\$1.23	\$2,887.41	\$3,530.58
<b>FY 2003</b>	\$276,945	\$1.21	\$3,351.03	\$3,978.20
<b>FY 2004</b>	\$321,238	\$1.16	\$3,726.36	\$4,298.63
<b>FY 2005</b>	\$361,334	\$1.13	\$4,083.07	\$4,529.26
<b>FY 2006</b>	\$448,491	\$1.00	\$4,484.91	\$4,758.04
<b>FY 2007<sup>1</sup></b>	\$544,541	\$0.89	\$4,846.41	\$4,991.81
<b>FY 2008<sup>1</sup></b>	\$542,744	\$0.89	\$4,830.42	\$4,830.42

<sup>1</sup> Estimated

As shown in the preceding table, Real Estate Taxes per "typical" household are expected to fall \$15.99 between FY 2007 and FY 2008 to \$4,830.42, not adjusting for inflation. This drop is the result of a slight decrease in the mean assessed value of residential properties within the County due to a flattening of the residential real estate market.

Since FY 2002, Real Estate Taxes have increased \$1,943.01 or an average annual increase of 9.0 percent per year, not adjusting for inflation. Adjusted for inflation, Real Estate Taxes per "typical" household are \$1,299.84 higher than FY 2002, an average annual increase of 5.4 percent. Since FY 1991, Real Estate Taxes have increased an average of 2.0 percent per year after adjusting for inflation. The advertised FY 2008 Real Estate Tax rate of \$0.89 per \$100 of assessed value is unchanged from the FY 2007 level.

## Trends and Demographics

### Personal Property Tax Per "Typical" Household

	Personal Property Taxes Attributed to Individuals	Number of Households	Tax per Household	Tax per Household in FY 2007 Dollars	After PPTRA	
					Adjusted Tax per Household <sup>1</sup>	Adjusted Tax per Household in FY 2008 Dollars <sup>1</sup>
<b>FY 2002</b>	\$273,395,166	363,677	\$751.75	\$919.20	\$225.53	\$275.76
<b>FY 2003</b>	\$285,711,943	366,585	\$779.39	\$925.25	\$233.82	\$277.58
<b>FY 2004</b>	\$300,683,961	370,322	\$811.95	\$936.65	\$243.59	\$280.99
<b>FY 2005</b>	\$297,598,959	377,600	\$788.13	\$874.26	\$236.44	\$262.28
<b>FY 2006</b>	\$321,026,237	384,149	\$835.68	\$886.57	\$250.70	\$265.97
<b>FY 2007<sup>2</sup></b>	\$331,563,468	390,811	\$848.40	\$873.85	\$282.77	\$291.25
<b>FY 2008<sup>2</sup></b>	\$330,840,579	397,589	\$832.12	\$832.12	\$277.34	\$277.34

<sup>1</sup> Personal Property Taxes paid incorporate reductions in Personal Property Tax bills sent to citizens under the State's Personal Property Tax Relief program. FY 2002 through FY 2006 include a 70.0 percent reduction. The FY 2007 and preliminary FY 2008 reduction is 66.67 percent due to the Commonwealth capping the Personal Property Tax Relief program's reimbursement to localities. The difference in revenue will be paid to the County by the Commonwealth.

<sup>2</sup> Estimated

Personal Property Taxes paid by the "typical" household are shown in the preceding chart. Taxes paid in FY 2000 through FY 2008 reflect the Commonwealth of Virginia's Personal Property Tax Relief Act (PPTRA), which reduced an individual's Personal Property Tax payment by 47.5 percent in FY 2001, and 70.0 percent in FY 2002 through FY 2006. Beginning in FY 2007, statewide reimbursements were capped at \$950 million. Each locality will receive a percentage allocation from this fixed amount determined by the locality's share of statewide tax year 2005 collections. As the number of vehicles in the County increase, the total state subsidy will not change; therefore the percentage paid by the state for each vehicle will decrease over time requiring the taxpayer to pick up a larger share of the Personal Property Tax. The FY 2007 effective state reimbursement percentage was 66.67 percent which means the taxpayers' share increased from 30 percent to 33.3 percent. The FY 2008 effective state reimbursement percentage has not yet been determined but is expected to be close to last year's percentage. For purposes of this tax analysis, a 66.67 percent State share has been assumed for FY 2008.

The tax per household analysis shown above assumes that the "typical" household's vehicle(s) are valued at \$20,000 or less in order to qualify for a reduction under the PPTRA. Personal Property Taxes per "typical" household are expected to fall \$5.43 between FY 2007 and FY 2008 to \$277.34 based on a 66.67 percent State share. This reduction is the result of a decline in average vehicle levy in FY 2008 based on the valuation of vehicles in the County using information from the National Automobile Dealers Association. The FY 2008 Personal Property Tax per "typical" household is \$51.81 more than was paid in FY 2002, not adjusting for inflation. When adjustments are made for inflation, the "typical" household is projected to pay just \$1.58 more in FY 2008 than FY 2002. There have been no changes to the Personal Property Tax rate of \$4.57 per \$100 of assessed value for individuals during the FY 2002 to FY 2008 period, except for mobile homes and boats which are taxed at the prevailing Real Estate Tax rate each fiscal year.

## Trends and Demographics

### Sales Tax Per "Typical" Household

	Total Sales Tax	Number of Households	Tax per Household	Tax per Household in FY 2008 Dollars
<b>FY 2002</b>	\$125,577,043	363,677	\$345.30	\$422.21
<b>FY 2003</b>	\$126,785,250	366,585	\$345.85	\$410.58
<b>FY 2004</b>	\$140,070,124	370,322	\$378.24	\$436.33
<b>FY 2005</b>	\$147,781,944	377,600	\$391.37	\$434.14
<b>FY 2006</b>	\$152,475,529	384,149	\$396.92	\$421.09
<b>FY 2007<sup>1</sup></b>	\$158,588,505	390,811	\$405.79	\$417.97
<b>FY 2008<sup>1</sup></b>	\$164,139,098	397,589	\$412.84	\$412.84

<sup>1</sup> Estimated

As shown in the table above, FY 2008 Sales Tax paid per household is estimated to be \$412.84 or \$67.54 more than FY 2002, not adjusting for inflation. This represents an average annual increase of just 3.0 percent since FY 2002. Taking inflation into account, Sales Tax paid per household has fallen \$9.37 over the same period.

Because this analysis assumes all Sales Taxes are paid by individuals living in Fairfax County, the impact on the typical household is somewhat overstated. A segment of the County's Sales Tax revenues are paid by businesses and non-residents who either work in the County or are visiting. As the County becomes more of a major employment hub in the region, the contribution of non-residents to the County's Sales Tax revenues will continue to expand.

### Consumer Utility Taxes - Gas & Electric Per "Typical" Household

	Total Consumer Utility Taxes Paid by Residential Consumers	Number of Households	Tax per Household	Tax per Household in FY 2008 Dollars
<b>FY 2002</b>	\$20,266,422	363,677	\$55.73	\$68.14
<b>FY 2003</b>	\$21,211,473	366,585	\$57.86	\$68.69
<b>FY 2004</b>	\$21,432,166	370,322	\$57.87	\$66.76
<b>FY 2005</b>	\$21,565,442	377,600	\$57.11	\$63.35
<b>FY 2006</b>	\$21,718,201	384,149	\$56.54	\$59.98
<b>FY 2007<sup>1</sup></b>	\$22,156,074	390,811	\$56.69	\$58.39
<b>FY 2008<sup>1</sup></b>	\$22,501,815	397,589	\$56.60	\$56.60

<sup>1</sup> Estimated

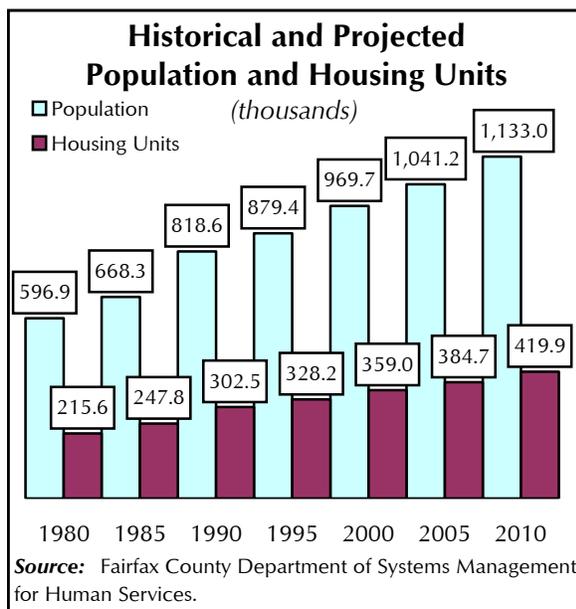
Based on data from the utility companies, it is estimated that residential consumers pay approximately 43.0 percent of the Electric Taxes and 73.0 percent of the Gas Taxes received by the County. In FY 2008, the "typical" household will pay an estimated \$56.60 in Consumer Utility Taxes, \$0.87 more than in FY 2002 without adjusting for inflation. From FY 2002 to FY 2008, the "typical" household has experienced an average annual decrease of 3.0 percent, or \$11.54 over the period, adjusted for inflation. Note that this analysis no longer includes utility taxes on telephone service as local telephone taxes were repealed and replaced with a statewide Communication Sales and Use Tax as of January 1, 2007. To show the trend in gas and electric taxes over time, telephone taxes were eliminated from each year in the chart above.

# Trends and Demographics

## DEMOGRAPHIC TRENDS

Demographic trends strongly influence Fairfax County's budget. Changing demographics or population characteristics affect both the cost of government services provided as well as tax revenues. The descriptions and charts contained in this section provide some examples of how various demographic trends affect the Fairfax County budget. Although these trends are discussed separately, the interactions between these demographic trends ultimately influence the direction of expenditures and revenues. While certain demographic trends may suggest reduced expenditures in a program area, other demographic trends may increase program expenditures at the same time. The following information is based on the most recent data available at the time of publication.

### Population and Housing

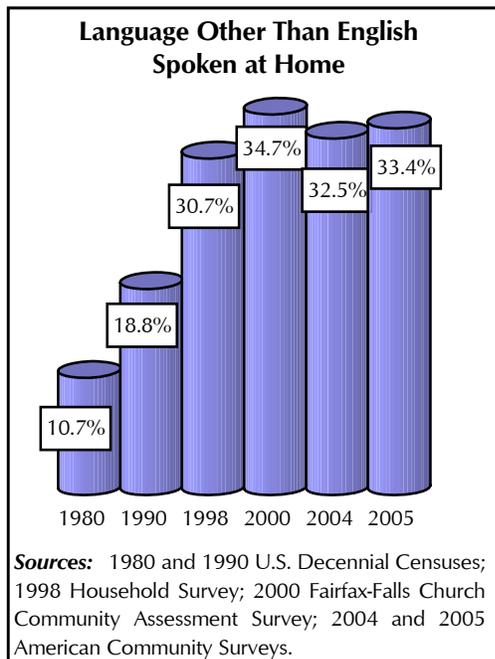


Some of the strongest demographic influences on Fairfax County expenditures and revenues are those associated with the growth in total population and housing units. During the 1980s, the County went through a period of remarkable population growth, adding over 220,000 residents. Growth moderated during the 1990s, expanding the County's population by 150,000 residents. Even though population growth in the 1990s was not as brisk as the 1980s, the increase in Fairfax County's population between 1990 and 2000 is comparable to adding more than the entire population of the City of Alexandria to the County. The County's population growth has continued to slow, adding just over 71,000 residents between 2000 and 2005. In 2005, Fairfax County had an estimated population of 1,041,200 residents. Between 2005 and 2010, the population of Fairfax County is expected to increase 91,800 to 1,133,000.

From 1980 to 1990, the number of housing units in Fairfax County increased more rapidly (40 percent) than population (37 percent). This was due to the construction boom of the 1980s. Between 1990 and 2000, housing units grew at 18.7 percent, just slightly above population growth of 18.5 percent. From 2000 to 2005; this trend shifted with population growth at 7.4 percent, exceeded housing unit growth of 7.2 percent. Projected increases in population and housing units through 2010 show a continuation of the trend where growth in housing trails population growth. From 2005 to 2010, population and housing units are anticipated to grow 8.8 percent and 9.1 percent, respectively. Many County programs, such as fire prevention, transit, water and sewer, are impacted by the number of housing units. Other program areas such as libraries, recreation, and schools, are impacted more by the growth in population.

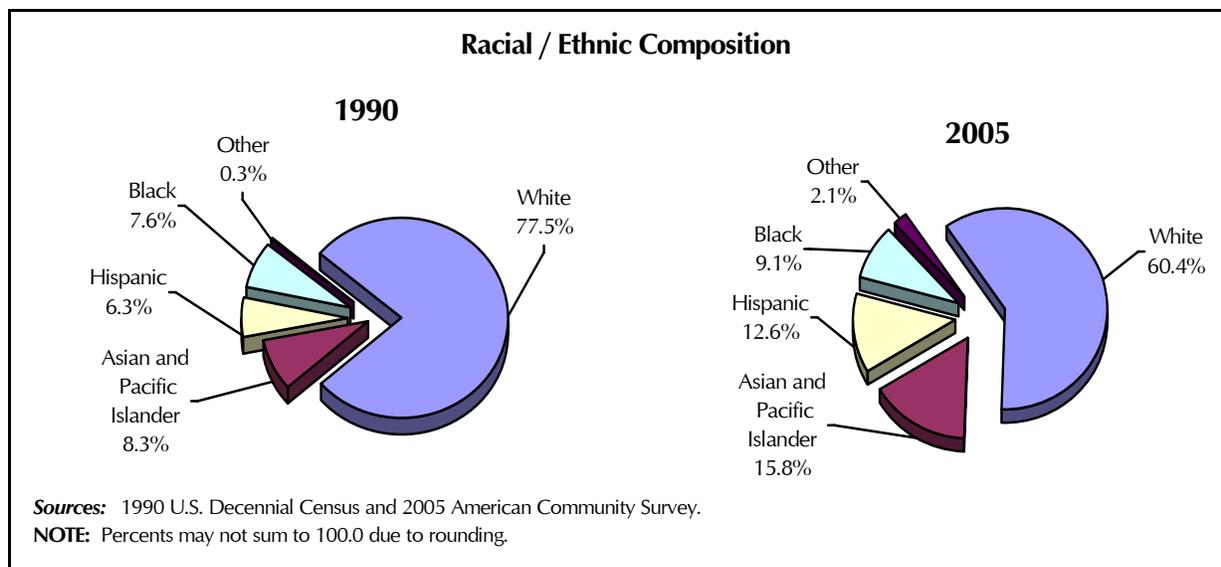
# Trends and Demographics

## Cultural Diversity



Fairfax County's population is rich in diversity. As of 2005, the number of persons, age 5 years and older, speaking a language other than English at home has grown to nearly 310,000 residents. In 1980, less than 11 percent of residents age 5 years or older spoke a language other than English at home. By 1990, this percentage had risen to nearly 19 percent. In 2005, over a third of the County's residents, 33.4 percent, age 5 years or older spoke a language other than English at home. The most frequently spoken languages other than English include Spanish, Korean, Vietnamese and Chinese.

These language trends affect many County programs. For example, the Fairfax County Public Schools have experienced rapid growth in English for Speakers of Other Languages (ESOL) programs. Between FY 1996 and FY 2006 total public school membership increased 15 percent while ESOL enrollment grew 145 percent. Also, general government services such as the courts, police, fire and emergency medical services, as well as, human service programs and tax related programs are impacted by the County's cultural and language diversity. The County will continue to develop various means to effectively communicate with residents for whom English is not their native language.



In 1990, racial and ethnic minorities comprised less than a quarter of Fairfax County's population. In 2005, almost 40 percent of County's population consisted of ethnic minorities. The fastest growing group – Hispanics – has doubled their share of the County's population between 1990 and 2005. Asians and Pacific Islanders are the second fastest growing ethnic or racial group having nearly doubled their percentage of the County's population since 1990. These two minority groups are anticipated to remain the County's most rapidly expanding racial or ethnic groups during the next five years. In 2005, nearly 86 percent of Hispanics and 63 percent of Asian and Pacific Islanders spoke a language other than English at home. As the County's population continues to become more diverse, the number of persons speaking a language other than English at home is anticipated to continue to increase and impact a wide range of services provided by the County.

# Trends and Demographics

## Population Age Distribution

Fairfax County's population has grown steadily older since 1980. This trend is projected to continue through 2010. Although children age 19 years and younger grew by over 100,000 between 1980 and 2005, they became a smaller proportion of total population, dropping from 32.4 percent of the population to 27.7 percent in 2005. This trend is anticipated to persist through 2010, with their percentage of the County's population falling even further.

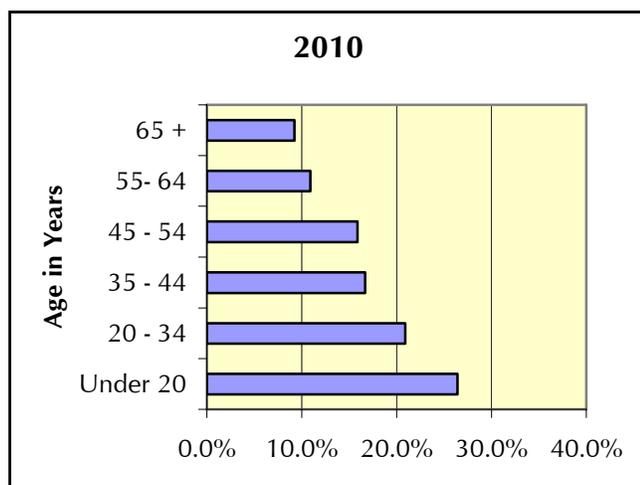
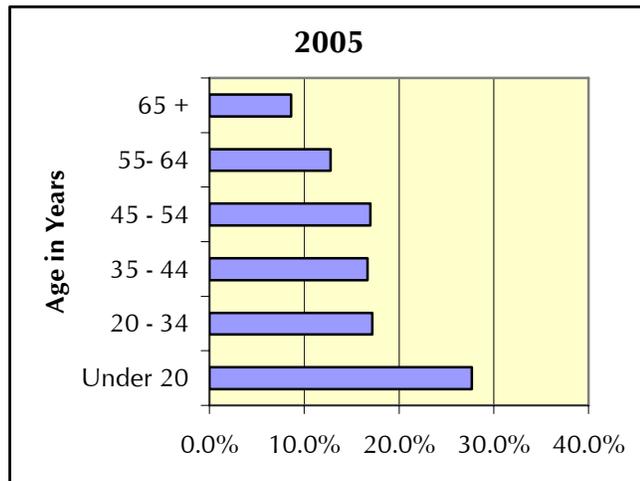
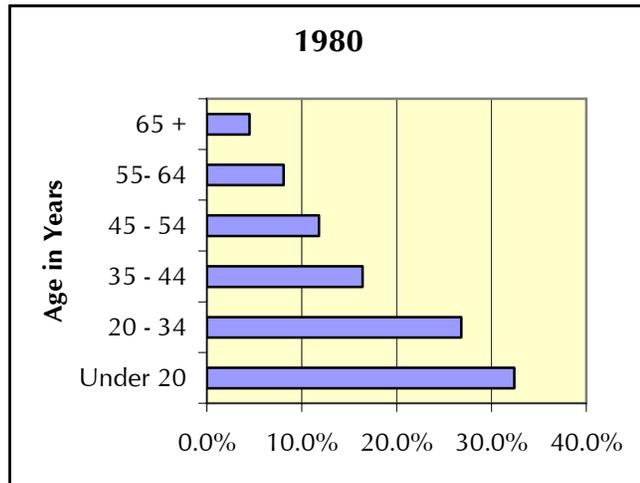
The number of adults age 45 to 54 years expanded rapidly between 1980 and 2005 as the first "baby boomers" reached their fifties. This age group's steep growth trend will begin to reverse between 2005 and 2010 as the final "baby boomers" enter this age group and the oldest of the "baby boom" generation move to the next age group.

Between 1980 and 2005, the seniors' population, those age 65 years and older, nearly doubled in size and was the fastest growing segment of County residents. This age group is expected to continue increasing in size and share through 2010.

The age distribution of Fairfax County's population greatly impacts the demand and, therefore, the costs of providing many local government services. For example, the number, location, and size of school and day care facilities are directly affected by the number and proportion of children. Transportation expenditures for both street maintenance and public transportation are influenced by the number and proportion of driving age adults and their work locations. The growing number and percentage of persons age 65 years and older will affect expenditures for programs such as adult day care, senior centers, and health care.

Public safety programs also are affected by age demographics. Crime rates, for example, are highest among persons age 15 to 34. In addition, the youngest and the oldest drivers have the greatest probability of being involved in traffic accidents.

### Population Age Distribution



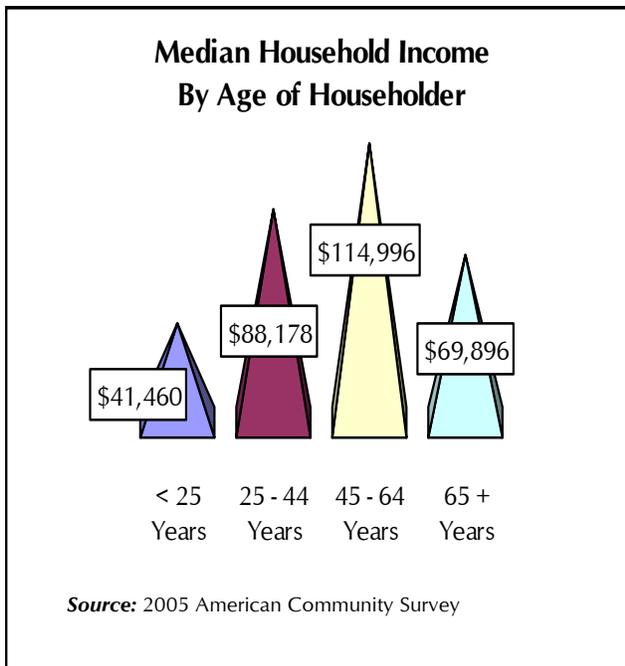
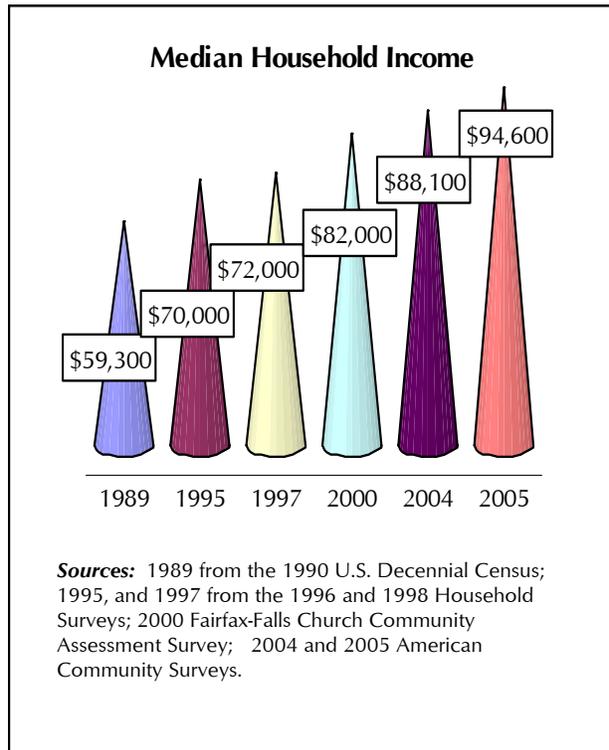
**Sources:** 1980 U.S. Decennial Census, 2005 American Community Survey and 2010 Fairfax County Department of Systems Management for Human Services.

# Trends and Demographics

## Household Income

Median household income in Fairfax County was \$94,600 in 2005, the second highest for counties with a population of 250,000 or more – behind only Loudoun County, Virginia. Fairfax County’s 2005 median household income rose 7.4 percent over 2004, significantly higher than the 4.0 percent increase in inflation experienced during 2005. As a result, households in Fairfax County had more discretionary income to spend or save. Since 1989, median household income in the County has risen at a rate of 3.0 percent per year.

Income growth does not affect Fairfax County tax revenues directly because localities in Virginia do not tax income; however, revenues are indirectly affected because changes in income impact the County’s economic health. Tax categories affected by income include Sales Tax receipts, Residential Real Estate Taxes and Personal Property Taxes.



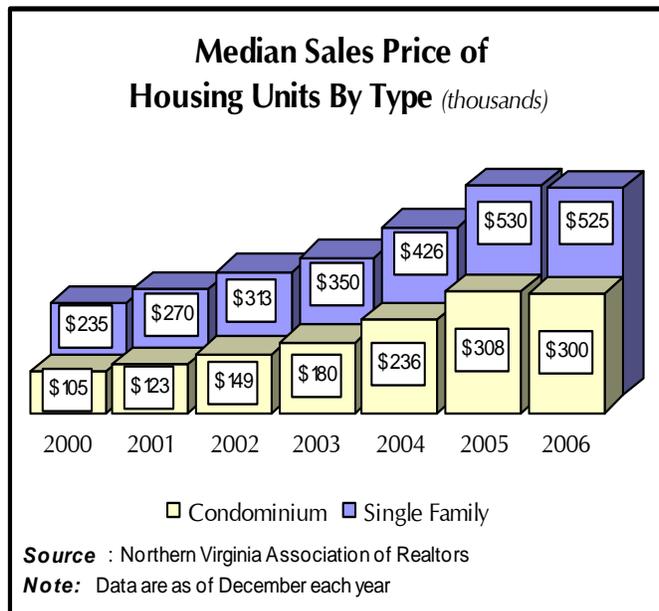
Incomes peak among persons aged 45 to 64 years, who are in their prime earning years. As the number of households headed by this age group is expected to decline during the next 10 years, various tax revenues may be impacted. Sales Tax revenues, for instance, may experience more modest growth. The median income for heads of households between the ages of 45 and 64 was \$114,996 in 2005.

The median household income of households headed by a person age 65 or older falls to \$69,896. A population containing a larger number of seniors, age 65 and older, will put downward pressure on tax revenues. These senior households are typically on a fixed income and have less discretionary money to spend. In addition, persons in this age group own fewer motor vehicles and may qualify for Real Estate Tax Relief.

# Trends and Demographics

## ECONOMIC TRENDS

### Median Sales Price of Housing

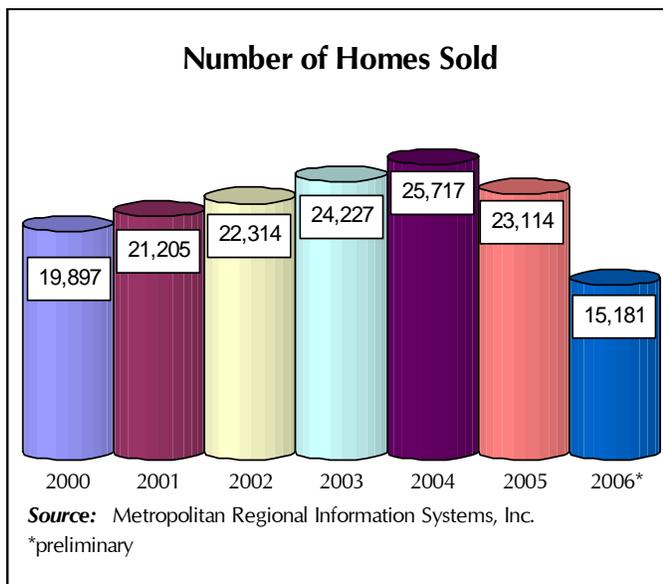


The median sales price for single family homes sold in the County increased nearly 126 percent from \$235,000 in 2000 to \$530,000 in December 2005. This rapid price appreciation was even stronger in the condominium market which grew nearly three-fold from the December 2000 median sales price of \$105,000 to a median sales price of \$308,000 in 2005. The median sales price of both single family and condominium housing types fell in 2006 signaling a swift turnaround in the sales price appreciation experienced during the first half of the decade. In December 2006, single family houses and condominiums experienced median sales price declines of 0.9 percent and 2.6 percent, respectively.

In FY 2008, Real Estate Tax revenue is projected to comprise of nearly 60 percent of all General Fund Revenues and residential properties composes the majority of the value of the Real Estate Tax base. As a result, the residential housing market has a very strong impact on Fairfax County's revenues.

### Homes Sold in Fairfax County

In 2006, the number of homes sold in Fairfax County fell significantly. The Metropolitan Regional Information Systems Inc., reports that the preliminary number of units sold decreased 34.3 percent to 15,181 in 2006 from the 23,114 homes sold in 2005. This marks an abrupt departure from the trend experienced during the first half the decade. From 2000 through 2004 the number of housing units sold increased annually and peaked in 2004 when 25,717 homes were sold. In 2005, the number of homes sold began to decline with over 10 percent fewer homes sold than in 2004.

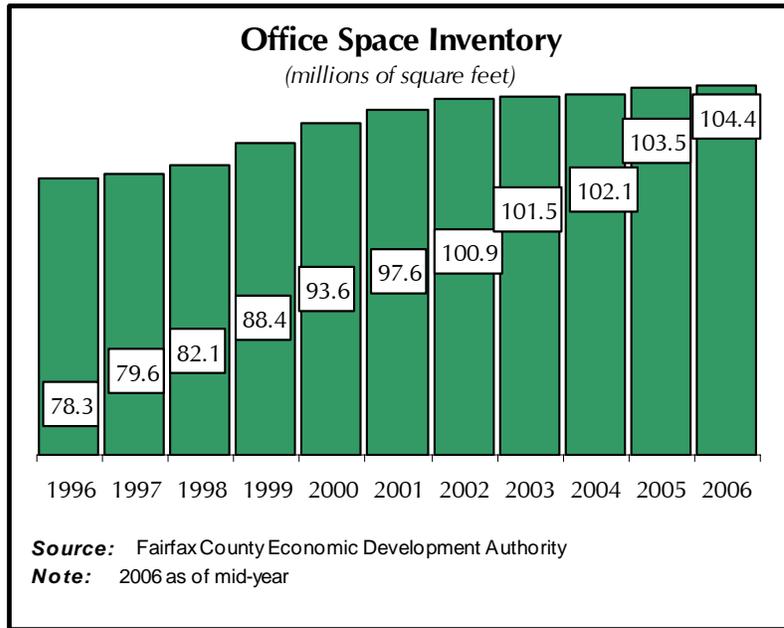


In addition to the decline in the number of homes sold in the County, the average number of days that a house is on the market before being sold more than tripled in 2006. Based on data from the Metropolitan Regional Information Systems Inc., the preliminary average days on the market for active residential real estate listings in Fairfax County was 66 days in 2006, an increase of 45 days over the 2005 level of 21 days. Since June 2006, the number of days on the market steadily increased from 50 days to 97 days in December 2006.

# Trends and Demographics

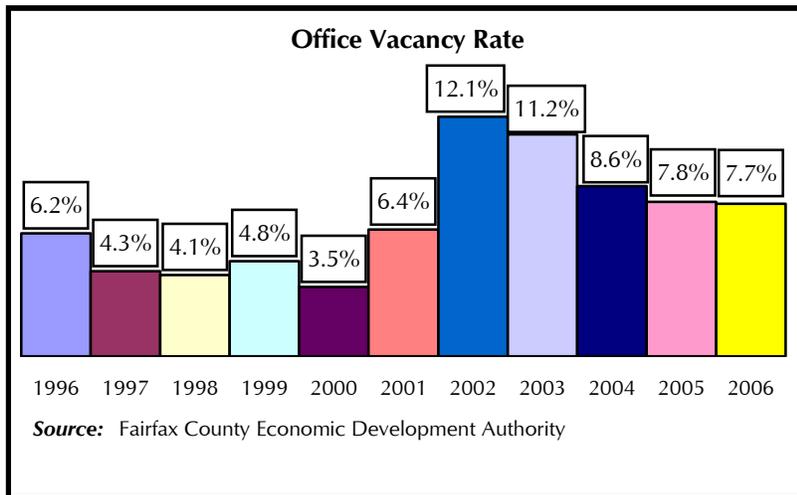
## Office Space Inventory

The amount and value of nonresidential space in Fairfax County has a major impact on revenues and expenditures. Business activity affects Real Estate Taxes, business Personal Property Tax revenues and Business, Professional and Occupational License (BPOL) revenues. Business expansion also affects expenditures for water and sewer services, transportation improvements, police and fire services, and refuse disposal. The largest component of nonresidential space in the County is office space. Since 1996, the total inventory of office space in Fairfax County has increased 26.1 million square feet to 104.4 million square feet as of mid-year 2006. In addition, 29 buildings



with more than 3.5 million square feet are under construction. As reported by the Fairfax County Economic Development Authority, 13 of the 29 buildings under construction were 100 percent speculative. This indicates confidence in the Fairfax County economy. Growth in the amount of office space in the County generally indicates an increase in the County's business base and thus, an increase in Real Estate Tax revenues. The impact on County revenues will also be influenced by factors such as vacancy rates and the income generating ability of the nonresidential space.

## Office Vacancy Rates

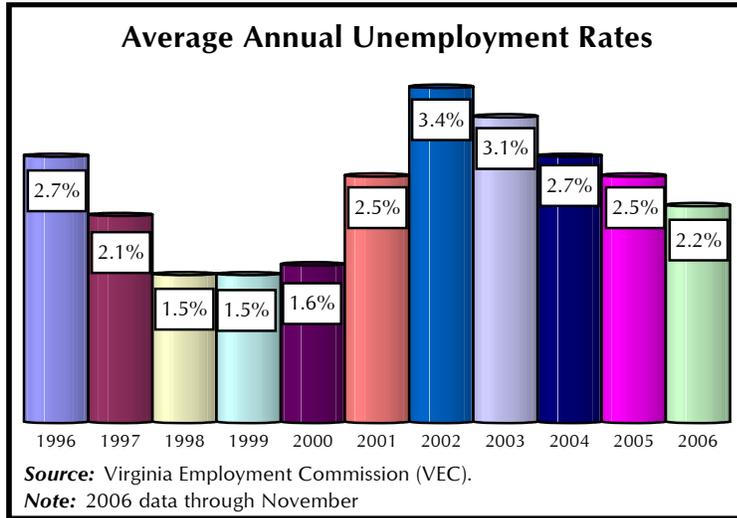


According to the Fairfax County Economic Development Authority (EDA), office vacancy rates peaked at 18.3 percent in 1990 and steadily declined through 2000 when the rate fell to 3.5 percent, the lowest office vacancy rate in more than 15 years. The low office vacancy rate was driven by high demand for space especially by technology related firms during the "tech boom" of the late 1990s. By 2002, however, the office vacancy rate had increased more than three-fold to 12.1 percent as a result of the economic slow-down, particularly in the technology sector. Since

peaking in 2002, office vacancy rates have gradually improved every subsequent year. As of year-end 2006, the office vacancy rate fell for the fourth consecutive year to 7.7 percent. The improved office vacancy rate is attributable to growth in consulting, defense contracting and government services industries. Various sub-markets in the County may have higher or lower vacancy rates. Including sublet space, the office vacancy rate for 2006 was 9.2 percent, a drop from the 9.7 percent recorded at year-end 2005. These trends impact the tax revenue from non-residential properties, which comprises nearly 23 percent of the Real Estate Tax base.

# Trends and Demographics

## Employment



Unemployment rates show the strength of the Fairfax County economy by indicating how many Fairfax County residents are actively seeking but are unable to obtain employment. During the last decade, residents of Fairfax County have experienced low unemployment rates even during economic recessions. The annual unemployment rate in 1998 and 1999 was 1.5 percent – the lowest rate in over a decade. The unemployment rate rose to 3.4 percent in 2002 due to the effects of the September 11 attacks and a decline in the technology sector. As the economy improved and the availability of jobs grew, primarily spurred by an increase in federal procurement, the

unemployment rate improved in 2003 and 2004. The rate continued to drop in 2005 and 2006. The average unemployment rate for Fairfax County through November 2006 was 2.2 percent – the lowest rate in since 2000.

At place employment serves as a gauge of the number of jobs created by businesses located in Fairfax County. Growth in both employment and the number of businesses generate increased tax revenues and additional expenditures for Fairfax County. According to data from the Virginia Employment Commission, the number of jobs in Fairfax County expanded by approximately 120,000 positions from 1996 to 2001 and unemployment rates fell dramatically. From 2001 to 2003, however, Fairfax County employment dropped 16,900 and the unemployment rate rose. Employment began to rebound in 2004, with the number of jobs increasing to approximately 533,600, an increase of almost 10,000 jobs. Even more jobs were added in 2005 with a gain of 21,900 over 2004. As of March 2006, the estimated number of jobs in the County total 567,800. This represents growth of approximately 12,000 jobs over 2005.

