

ST. JOSEPH COUNTY AIRPORT AUTHORITY DISTRICT BOARD

OCTOBER 31, 2019

THURSDAY

The Board meeting of the St. Joseph County Airport Authority District was called to order at 11:35 a.m. on Thursday, October 31, 2019, by President Bernard J. Asdell.

Present: Bernard J. Asdell, President
Thomas S. Botkin, Vice President
Abraham Marcus, Treasurer/Assistant Secretary

Absent: David R. Sage, Secretary

Comprising a quorum of the St. Joseph County Airport Authority District Board; also present at the meeting were:

Mike Daigle, CEO & Executive Director
Mitch Heppenheimer, Attorney
Julie Curtis, Vice President of Marketing & Development
Aaron Kobb, Vice President Finance & Administration
Cliff Jenkins, Maintenance Manager
Kerianne Linn, Properties Manager
Tyler Miller, Operations Manager
Megan Murray, Terminal Services Supervisor
Mike Ornat, Safety Chief
Karen Gorbitz, Staff Accountant
Melanie Roberson, Staff Accountant
Sue Oakley, Accounting/Purchasing Assistant
Sandy Schick, Administrative Assistant/Recording Secretary

Michelle Reedy, Temporary HR Assistant
Randy Jones, Corporate Wings

Dr. Asdell call to order the St. Joseph County Airport Authority District Board meeting at 11:35 a.m.

Dr. Asdell introduced the first item on the Agenda, approval of the Minutes from the September 26, 2019, Board meeting.

Mr. Marcus moved, and Mr. Botkin seconded the motion to approve the Minutes from the Board meeting held on September 26, 2019.

There being no comments, questions, or discussion, with a unanimous vote, the motion carried.

The next item on the Agenda is approval of the Payroll Warrants dated October 4, 2019.

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Mr. Botkin moved, and Mr. Marcus seconded the motion to approve the Payroll Warrants dated October 4, 2019.

There being no comments, questions, or discussion, with a unanimous vote, the motion carried.

The next item on the Agenda is approval of the Payroll Warrants dated October 18, 2019.

Mr. Marcus moved, and Mr. Botkin seconded the motion to approve the Payroll Warrants dated October 18, 2019.

There being no comments, questions, or discussion, with a unanimous vote, the motion carried.

The next item on the Agenda is the approval of the Invoice Vouchers and Claim Payments per the Schedule dated October 31, 2019.

Mr. Marcus moved, and Mr. Botkin seconded the motion to approve the Invoice Vouchers and Claim Payments as per the Schedule dated October 31, 2019.

Dr. Asdell questioned the payment to Landrum and Brown, Inc. for Services for the Development of a Proposal for a Small Community Air Service Development Grant, Check #9691 in the amount of \$7,000.00.

Mr. Daigle stated this is a consultant the Airport Authority utilizes to assist in writing the proposal for a Small Community Air Service Development Grant.

There being no further comments, questions, or discussion, with a unanimous vote, the motion carried.

Dr. Asdell introduced the next item on the Agenda.

FINANCIAL STATEMENT FOR THE MONTH OF AUGUST 2019.

Mr. Botkin moved, and Mr. Marcus seconded the motion to accept the Financial Statement report for the month of August 2019.

Mr. Kobb referred to the Statement of Revenue Disbursements and Activity (Cash Basis) for the period ending August 31, 2019. Refer to the attached report.

Mr. Kobb remarked that Operating Revenues increased Year-to-Date \$628,906.73. Year over year the Total Operating Expenses have increased. Under Total Operating Expenses, Supplies increased resulting from the purchase of a mower deck and a Safety Rescue Tool. Repairs also increased resulting from the renovation of the Concourse Restrooms. Marketing/Advertising and Other Services and Charges increased resulting from a timing issue when the invoices were received. Operating Income decreased year-to-date due to increased expenses. Total Other Revenues remain strong and reimbursement is pending for Capital Spending expenses.

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There being no questions, comments, or discussion, with a unanimous vote, the motion carried to accept the report.

Dr. Asdell introduced the next item on the Agenda, Tabled and Unfinished Business.

TABLED AND UNFINISHED BUSINESS

Dr Asdell introduced the following agenda item to be removed from Tabled and Unfinished Business:

CONSIDERATION FOR APPROVAL TO AWARD THE PUBLIC ADDRESS SYSTEM PROJECT TO ESCO COMMUNICATIONS IN THE AMOUNT OF \$155,317.00; AND AUTHORIZATION FOR THE EXECUTIVE DIRECTOR TO IMPLEMENT THE AWARD AND EXECUTE THE NECESSARY DOCUMENTATION.

Mr. Marcus moved and Mr. Botkin seconded the motion to remove the following agenda item from Tabled and Unfinished Business: The award of the Public Address System Project to Esco Communications in the Amount of \$155,317.00; and authorization for the Executive Director to implement the award and execute the necessary documentation.

Dr Asdell introduced: CONSIDERATION FOR APPROVAL TO AWARD THE PUBLIC ADDRESS SYSTEM PROJECT TO ESCO COMMUNICATIONS IN THE AMOUNT OF \$155,317.00; AND AUTHORIZATION FOR THE EXECUTIVE DIRECTOR TO IMPLEMENT THE AWARD AND EXECUTE THE NECESSARY DOCUMENTATION.

Mr. Marcus moved, and Mr. Botkin seconded the motion for approval to award the Public Address System project to Esco Communications in the amount of \$155,317.00; and authorization for the Executive Director to implement the award and execute the necessary documentation.

There being no questions, comments, or discussion, with a unanimous vote, the motion carried.

After a lengthy discussion from the Board, Dr. Asdell introduced the next item on the Agenda.

Dr Asdell introduced: RE-CONSIDERATION TO DENY THE AWARD OF THE PUBLIC ADDRESS SYSTEM PROJECT TO ESCO COMMUNICATIONS IN THE AMOUNT OF \$155,317.00.

Mr. Marcus moved, and Mr. Botkin seconded the motion to deny the award of the Public Address System project to Esco Communications in the amount of \$155,317.00.

There being no further questions, comments, or discussion, with a unanimous vote, the motion carried.

Dr. Asdell introduced the next item on the Agenda, Continuing Business, which there is none.

Dr. Asdell introduced the next item on the Agenda, New Business.

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NEW BUSINESS

Dr. Asdell introduced: CONSIDERATION TO APPROVE ADDENDUM #4 TO THE REPUBLIC PARKING OPERATING AGREEMENT.

Mr. Botkin moved, and Mr. Marcus seconded the motion to approve Addendum #4 to the Republic Parking Operating Agreement.

There being no questions, comments, or discussion, with a unanimous vote, the motion carried.

Dr. Asdell introduced: CONSIDERATION TO APPROVE AN AGREEMENT IN WHICH WNDU-TV RELINQUISHES OWNERSHIP OF THE TOWER AND GENERATOR TO THE ST. JOSEPH COUNTY AIRPORT AUTHORITY AFTER REMOVING THE DOPPLER WEATHER EQUIPMENT FROM THE TOWER.

Mr. Botkin moved, and Mr. Marcus seconded the motion to approve an agreement in which WNDU-TV relinquishes ownership of the tower and generator to the St. Joseph County Airport Authority after removing the Doppler weather equipment from the tower.

There being no questions, comments, or discussion, with a unanimous vote, the motion carried.

Dr. Asdell introduced: CONSIDERATION DIRECTING STAFF TO ADVERTISE AN RFQ FOR THE ST. JOSEPH COUNTY AIRPORT AUTHORITY INSURANCE PROGRAMS; AND THEN FOR STAFF TO EVALUATE AND RETURN A RECOMMENDATION TO THE BOARD.

Mr. Marcus moved, and Mr. Botkin seconded the motion directing Staff to advertise an RFQ for the St. Joseph County Airport Authority insurance programs; and then for Staff to evaluate and return a recommendation to the Board.

There being no questions, comments, or discussion, with a unanimous vote, the motion carried.

Dr. Asdell introduced: CONSIDERATION TO APPROVE THE USE OF THE TAX REVENUE FUND NO. 18 IN THE AMOUNT OF \$1,758,288 FOR THE CONSTRUCTION ADMINISTRATION AND LIGHTING CONTRACTS FOR THE NEW PAID PARKING LOT EXPANSION AND ROADWAY PROJECT.

Mr. Botkin moved, and Mr. Marcus seconded the motion to approve the use of the Tax Revenue Fund No. 18 in the amount of \$1,758,288 for the construction administration and lighting contracts for the new Paid Parking Lot Expansion and Roadway Project.

Mr. Marcus questioned that the dollar amount should be UP to \$1,758,288. Mr. Kobb indicated that the contracts right now are for the actual dollar amount \$1,758,288. He continued, that if there are any Change Orders, Staff will bring those back to the Board for approval. The Board concurred.

There being no further questions, comments, or discussion, with a unanimous vote, the motion carried.

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Dr. Asdell introduced: CONSIDERATION TO APPROVE THE USE OF THE CUSTOMER FACILITY CHARGE FUND NO. 15 IN THE AMOUNT OF \$722,025 FOR THE CONSTRUCTION ADMINISTRATION AND LIGHTING CONTRACTS FOR THE RENTAL CAR PARKING LOT PROJECT.

Mr. Marcus moved, and Mr. Botkin seconded the motion to approve the use of the Customer Facility Charge Fund No. 15 in the amount of \$722,025 for the construction administration and lighting contracts for the Rental Car Parking Lot Project.

There being no questions, comments, or discussion, with a unanimous vote, the motion carried.

Dr. Asdell introduced the Executive Director's Report.

THE EXECUTIVE DIRECTOR'S REPORT

Mr. Daigle referred to the 2019 Composite Statistic Chart for the period ending August 31, 2019. Please refer to the attached 2019 Composite Statistic Chart.

There has been an increase of 4.8% in Enplanements for the month of August 2019, which is the smallest increase we have seen this year. Year-to-Date is still strong with an increase of 18.71% in Enplanements. Aircraft Landed Weight decrease 2.58% in August for the first time this year. Air Cargo and Aircraft Operations both increased. Aviation Fuel Flowage was down for the first time this year 8.85%. Car Rental Sales, Restaurant/Gift Shop, and Republic Parking Gross Sales all increased due to increased Enplanements. There continues to be a decline in South Shore Passengers and South Shore Operations. Bus Passengers increased 1.29% for the month. International Flights substantially increased in August.

Mr. Daigle announced there is a revised 2019 Board meeting schedule in the packet.

On October 26, 2019, the Airport Authority hosted an Aviation Education Day on the northside of the Airport. It was very successful. Mr. Daigle thanked the event planners, Megan Murray, Tyler Miller, and Tim O'Donnell for their hard work. He also thanked the volunteers who worked the event, and the President of the Board for his assistance with the event.

The Bears in the Air kick off event is December 6, 2019, in the Terminal from 6:00 to 9:00 p.m.

Mr. Daigle commented to the Board that a Conflict of Interest packet is distributed at today's meeting for the Board, which will be returned to Staff.

Dr. Asdell introduced: PRIVILEGE OF THE FLOOR

There were no comments from the floor.

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Dr. Asdell introduced: ADJOURNMENT

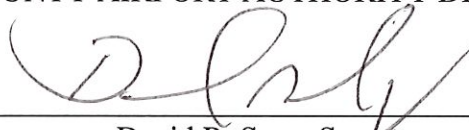
Dr. Asdell asked for a motion to adjourn the meeting.

There was a motion by Mr. Marcus and seconded by Mr. Botkin to adjourn the meeting.

The Board meeting was adjourned at 11:50 a.m.

ST. JOSEPH COUNTY AIRPORT AUTHORITY DISTRICT BOARD

By: _____



David R. Sage, Secretary

Written By: Michael A. Daigle, A.A.E

St. Joseph County Airport Authority
 Revenues, Disbursements, and Activity (Cash Basis) - SUMMARY
 For the Nine Months Ending Monday, September 30, 2019

	September 2018	September 2019	Incr/(Decr)	2018 YTD	2019 YTD	Incr/(Decr)
Operating revenues:						
Airfield	\$100,140.39	\$92,650.48	(\$7,489.91)	\$625,205.70	\$666,841.56	\$41,635.86
Terminal - Aviation	156,919.10	162,448.19	5,529.09	1,346,969.71	1,453,483.30	106,513.59
Terminal - Nonaviation	18,860.15	20,768.97	1,908.82	147,010.32	169,369.24	22,358.92
Concessions	165,764.75	163,287.49	(2,477.26)	1,218,625.08	1,311,740.90	93,115.82
Parking	258,971.34	288,667.79	29,696.45	2,183,433.79	2,588,628.98	405,195.19
FBO	50,376.69	56,501.15	6,124.46	392,292.50	384,606.75	(7,685.75)
Building and Land Rents	40,505.19	47,112.22	6,607.03	431,874.14	446,825.79	14,951.65
Other	6,422.95	0.00	(6,422.95)	19,422.95	13,000.00	(6,422.95)
	\$797,960.56	\$831,436.29	\$33,475.73	\$6,364,834.19	\$7,034,496.52	\$669,662.33
Total Operating Revenues						
Operating expenses:						
Employee Expenses	\$380,284.71	\$405,787.38	\$25,502.67	\$3,805,285.10	\$3,822,799.13	\$17,514.03
Supplies	58,555.37	36,118.67	(22,436.70)	664,489.58	704,625.49	40,135.91
Repairs	36,757.25	40,846.86	4,089.61	387,646.87	716,848.06	329,201.19
Service Contracts	8,685.25	7,782.75	(902.50)	65,024.20	89,208.91	24,184.71
Marketing/Advertising	21,880.85	51,568.68	29,687.83	326,425.95	393,831.75	67,405.80
Utilities (Gas, Water, Elec)	82,809.86	59,426.36	(23,383.50)	578,881.79	521,219.83	(57,661.96)
Other Services and Charges	83,296.19	93,222.15	9,925.96	1,058,632.17	1,399,672.04	341,039.87
Total Operating Expenses	\$672,269.48	\$694,752.85	\$22,483.37	\$6,886,385.66	\$7,648,205.21	\$761,819.55
Operating income	\$125,691.08	\$136,683.44	\$10,992.36	(\$21,551.47)	(\$613,708.69)	(\$92,157.22)
Other revenues:						
Property taxes	\$0.00	\$0.00	\$0.00	\$1,128,713.50	\$1,311,568.87	\$182,855.37
Other tax distributions	26,370.83	34,362.08	7,991.25	384,165.49	442,667.17	58,501.68
Interest & investment revenue	21,998.44	28,320.49	6,322.05	157,505.59	248,627.14	91,121.55
Federal grant - LEO	28,549.80	19,850.20	(8,699.60)	88,947.60	102,042.00	13,094.40
Other revenue	20,359.01	144,699.12	124,340.11	34,254.91	251,468.52	217,213.61
Total Other Revenues	97,278.08	227,231.89	129,953.81	1,793,587.09	2,356,373.70	562,786.61
Total Income	\$222,969.16	\$363,915.33	\$140,946.17	\$1,272,035.62	\$1,742,665.01	\$470,629.39
Capital Activity						
Capital Grants	\$64,720.77	\$0.00	(\$64,720.77)	\$549,118.11	\$1,647,263.28	\$1,098,145.17
Capital Spending	(3,843.08)	(790,458.49)	(786,615.41)	(1,290,324.24)	(2,676,061.86)	(1,385,737.62)
Net Activity	\$60,877.69	(\$790,458.49)	(\$851,336.18)	(\$741,206.13)	(\$1,028,798.58)	(\$287,592.45)
Debt Service Activity						
Tax Revenue/Interest	\$1,604.62	\$3,453.69	\$1,849.07	\$1,063,416.62	\$40,590.72	(\$1,022,825.90)
Passenger Facility Charge Revenue	34,440.73	303,262.75	268,822.02	1,098,837.94	1,438,982.96	340,145.02
Bond Principle Payment	0.00	0.00	0.00	(650,000.00)	(660,000.00)	(10,000.00)
Bond Interest Exp. & Fees	0.00	0.00	0.00	(208,028.13)	(193,068.75)	14,959.38
Net Activity	\$36,045.35	\$306,716.44	\$270,671.09	\$1,304,226.43	\$626,504.93	(\$677,721.50)
Cum Building Activity						
Airline Revenue Guarantee-AA	\$0.00	\$0.00	\$0.00	\$0.00	(\$867,992.00)	(\$867,992.00)
State Grant Revenue - AA	0.00	0.00	0.00	\$164,318.38	291,780.00	291,780.00
Tax Revenue/Interest	\$5,702.00	\$5,758.99	\$56.99	\$164,318.38	\$199,241.29	\$34,922.91
Net Activity	\$5,702.00	\$5,758.99	\$56.99	\$164,318.38	(\$376,970.71)	(\$541,239.09)

St. Joseph County Airport Authority
STATEMENT OF NET POSITION

	9/30/2018	9/30/2019
Assets		
Current Assets:		
Unrestricted:		
Cash and cash equivalents	\$4,710,214.43	\$3,615,332.42
Tax Revenue	3,036,452.50	4,539,530.00
Accounts Receivable (net of allowance)	994,745.67	1,011,101.27
Taxes Receivable	0.00	(916.65)
Intergovernmental Receivable	(1.06)	(1.06)
Air Commerce Center - Other	(0.16)	(0.16)
Total Unrestricted Current Assets	\$8,741,411.38	\$9,165,045.82
Restricted:		
Cash and cash equivalents:		
Construction Funds	\$2,031,309.69	\$2,031,309.69
Passenger Facility Charge Fund	697,899.21	2,622,922.88
Customer Facility Charge Fund	1,338,530.04	1,924,767.54
Debt Service Reserve	500,000.00	500,000.00
Bond and Interest Fund	1,091,366.16	310,733.90
PFC Bond Reserve	1,421,012.50	1,421,012.50
Cumulative Building Fund	1,288,498.06	858,273.73
Rainy Day Fund	449,773.84	501,329.99
Excess Levy fund	214.52	214.52
Other Funds	87,053.73	100,053.73
Total restricted current assets	\$8,905,657.75	\$10,270,618.48
Total current assets	\$17,647,069.13	\$19,435,664.30
Noncurrent Assets:		
Capital assets:		
Land	\$36,016,101.39	\$39,609,710.39
Buildings (net of accumulated depreciation)	42,620,143.73	40,843,396.79
Airfield (net of accumulated depreciation)	5,435,452.32	4,392,679.98
Equipment (net of accumulated depreciation)	1,226,455.64	1,692,102.51
Total capital assets	\$85,298,153.08	\$86,537,889.67
Total assets	\$102,945,222.21	\$105,973,553.97
Deferred outflows of resources:		
Deferred Outflows	\$925,855.50	\$419,894.50
Total Assets and Deferred Outflows	\$103,871,077.71	\$106,393,448.47

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2019 COMPOSITE STATISTIC CHART



	Airline Enplanements			Aircraft Landed Weight			Air Cargo			Aircraft Operations					
	For Ref. 2017	2018	2019	Diff.	%	2017	2018	2019	Diff.	%	For Ref. 2017	2018	2019	Diff.	%
Jan	23,057	24,334	27,446	3,112	12.79%	36,170,333	37,338,558	45,119,355	7,780,797	20.84%	1,784,156	1,843,758	1,800,406	-43,352	-2.35%
Feb	24,174	23,589	30,163	6,574	27.87%	35,332,224	34,116,427	43,915,750	9,799,323	28.72%	1,704,796	1,774,488	1,685,905	-88,583	-4.99%
Mar	30,085	31,761	40,371	8,610	27.11%	44,036,966	44,471,024	54,550,047	10,079,023	22.66%	2,147,721	1,851,234	1,957,265	106,031	5.73%
Apr	23,877	26,440	33,159	6,719	25.41%	38,725,078	38,592,178	49,157,940	10,565,762	27.38%	1,874,776	1,717,205	2,033,219	316,014	18.40%
May	24,522	27,042	33,646	6,604	24.42%	38,246,493	40,158,989	48,752,498	8,593,509	21.40%	2,074,980	2,063,079	2,414,023	344,944	16.67%
Jun	25,310	31,349	35,982	4,633	14.78%	38,511,352	47,137,609	48,069,984	932,375	1.98%	2,269,959	2,054,333	2,449,186	394,853	19.22%
Jul	24,798	32,358	37,589	5,231	16.17%	37,304,662	48,676,256	52,156,923	3,480,667	7.15%	1,766,312	1,850,470	2,344,420	493,950	26.69%
Aug	23,548	33,370	34,972	1,602	4.80%	39,768,928	50,721,887	49,413,059	-1,308,788	-2.58%	2,207,242	2,110,500	2,119,468	8,968	0.42%
Sep	24,188	32,843	34,800	1,957	5.96%	38,900,636	50,567,236	49,570,763	-996,473	-1.97%	2,036,532	2,207,003	1,631,790	-575,213	-26.06%
Oct	29,311	37,330				42,587,991	54,636,739				2,042,061	1,942,067			
Nov	26,675	35,608				40,074,807	52,171,472				1,989,084	1,825,215			
Dec	25,946	32,853				39,406,140	49,320,627				1,866,760	1,706,870			
Ann. Totals	305,491	368,877				469,065,610	547,909,002				23,764,379	22,952,222			
YTD	223,559	263,086	308,128	45,042	17.12%	346,996,672	391,780,164	440,706,359	48,926,195	12.49%	17,866,474	17,478,070	18,435,682	957,612	5.48%
											38,308	40,100			
											28,251	30,184	31,871	1,687	5.59%

Comments: International - General Aviation first flight 6/30/2017
American Airlines - Service started 6/7/2018 to DFW & CLT, Twice Daily

2019 COMPOSITE STATISTIC CHART



	South Shore Passengers					South Shore Ops.					Bus Passengers					International Flights - GAF				
	For Ref. 2017	2018	2019	Diff.	%	For Ref. 2017	2018	2019	Diff.	%	For Ref. 2017	2018	2019	Diff.	%	For Ref. 2017	2018	2019	Diff.	%
Jan	14,625	15,027	14,125	-902	-6.00%	207	195	186	-9	-4.62%	2,788	2,912	1,741	-1,171	-40.21%	0	10	6	-4	-40.00%
Feb	16,499	16,778	12,881	-3,897	-23.23%	188	180	166	-14	-7.78%	2,060	1,899	1,792	-97	-5.13%	0	9	11	2	22.22%
Mar	18,235	21,211	20,387	-814	-3.84%	209	199	197	-2	-1.01%	1,192	1,995	1,788	-207	-10.38%	0	10	7	-3	-30.00%
Apr	23,040	20,509	20,180	-329	-1.60%	200	182	194	12	6.59%	2,803	2,257	1,905	-352	-15.60%	0	7	7	0	0.00%
May	20,085	19,452	19,127	-325	-1.67%	208	185	183	-2	-1.08%	2,997	2,651	2,375	-276	-10.41%	0	13	12	-1	-7.69%
Jun	22,143	20,965	20,088	-877	-4.18%	202	181	182	1	0.55%	3,533	2,720	2,612	-108	-3.97%	1	13	8	-5	-38.46%
Jul	27,623	25,692	23,571	-2,121	-8.28%	205	209	190	-19	-9.09%	3,718	2,818	2,771	-47	-1.57%	7	7	13	6	85.71%
Aug	22,887	22,069	20,433	-1,636	-7.41%	209	192	190	-2	-1.04%	3,248	2,408	2,439	31	1.29%	15	8	13	5	62.50%
Sep	23,618	20,944	19,530	-1,414	-6.75%	200	190	192	2	1.05%	2,892	1,483	1,966	513	34.59%	10	12	16	4	33.33%
Oct	25,870	18,422				208	201				2,917	1,907				7	20			
Nov	21,387	22,997				201	193				2,528	1,921				7	16			
Dec	24,781	22,575				217	194				3,020	2,083				11	7			
Ann. Totals	250,794	246,641				2,455	2,301				33,696	27,044				58	132			
YTD	188,756	182,647	170,332	-12,315	-6.74%	1,829	1,713	1,680	-33	-1.93%	25,231	21,133	19,419	-1,714	-8.11%	33	89	93	4	4.49%

Comments:
 International - General Aviation first flight 6/30/2017
 American Airlines - Service started 6/7/2018 to DFW & CLT, Twice Daily

2019 COMPOSITE STATISTIC CHART



	Aviation Fuel Flowage - Gallons				Car Rental - Gross Sales				Restaurant/Gift Shop - Gross Sales				Republic Parking - Gross Sales			
	For Ref. 2017	2018	2019	Diff. %	For Ref. 2017	2018	2019	Diff. %	For Ref. 2017	2018	2019	Diff. %	For Ref. 2017	2018	2019	Diff. %
Jan	409,200	405,970	508,391	102,421 25.23%	\$551,344	\$567,289	\$698,471	\$131,182 23.12%	\$136,403	\$148,963	\$168,895	\$19,932 13.38%	\$281,405	\$285,292	\$310,436	\$25,144 8.81%
Feb	422,890	436,183	563,504	127,321 29.19%	\$556,406	\$595,332	\$682,397	\$87,065 14.62%	\$132,327	\$146,779	\$180,879	\$34,100 23.23%	\$272,330	\$271,964	\$343,289	\$71,435 26.28%
Mar	460,833	536,600	626,890	90,290 16.83%	\$688,330	\$795,129	\$889,712	\$94,583 11.90%	\$173,640	\$194,745	\$238,253	\$44,508 22.65%	\$344,829	\$350,756	\$439,565	\$88,809 25.32%
Apr	479,766	505,154	579,000	73,846 14.62%	\$772,959	\$778,450	\$1,003,632	\$228,182 28.93%	\$153,747	\$156,803	\$197,310	\$40,507 25.83%	\$298,071	\$317,946	\$392,901	\$84,955 20.43%
May	475,368	496,824	565,763	68,939 13.88%	\$888,201	\$909,603	\$1,078,072	\$168,469 18.52%	\$137,831	\$162,292	\$210,096	\$47,804 29.46%	\$251,104	\$274,283	\$342,200	\$67,917 24.76%
Jun	460,411	483,691	558,063	74,372 15.38%	\$852,879	\$1,001,124	\$1,060,068	\$58,944 5.89%	\$162,251	\$206,732	\$222,580	\$15,848 7.67%	\$252,216	\$296,506	\$341,681	\$45,175 15.24%
Jul	487,983	552,415	615,989	63,574 11.51%	\$1,020,548	\$1,371,950	\$1,458,011	\$86,061 6.27%	\$170,922	\$206,437	\$238,848	\$32,411 15.70%	\$231,311	\$297,498	\$302,894	\$5,396 1.81%
Aug	499,209	696,916	635,253	-61,663 -8.85%	\$1,002,616	\$1,317,134	\$1,394,398	\$77,264 5.87%	\$158,419	\$209,213	\$216,414	\$7,201 3.44%	\$227,856	\$296,295	\$316,135	\$19,840 6.70%
Sep	576,969	901,028	663,561	-237,467 -26.36%	\$946,835	\$1,234,325	\$1,205,292	-\$29,033 -2.35%	\$165,255	\$206,175	\$215,717	\$9,542 4.63%	\$223,566	\$287,693	\$320,529	\$32,836 11.41%
Oct	641,684	700,934			\$1,013,253	\$1,149,256			\$188,698	\$218,985			\$290,528	\$359,033		
Nov	505,764	668,753			\$784,073	\$1,008,292			\$162,142	\$211,669			\$261,462	\$334,068		
Dec	438,498	588,774			\$597,304	\$749,294			\$159,552	\$184,283			\$234,547	\$287,249		
Ann. Totals	5,888,555	6,973,242			\$9,676,748	\$11,477,178			\$1,901,187	\$2,253,076			\$3,169,065	\$3,658,473		
YTD	4,272,609	5,074,781	5,316,414	301,633 6.01%	7,282,118	8,570,336	\$9,470,053	\$899,717 10.50%	1,390,795	1,538,139	\$1,889,992	\$251,853 15.37%	2,382,718	2,678,123	\$3,099,630	\$421,507 15.74%

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