

ST. JOSEPH COUNTY AIRPORT AUTHORITY DISTRICT BOARD

MAY 25, 2023

THURSDAY

The Board meeting of the St. Joseph County Airport Authority District was called to order at 11:30 a.m. on Thursday, May 25, 2023, by President David Sage.

Present: David Sage, President
Andrew Kostielney, Treasurer
Dr. Vincent Henderson, Secretary

Absent: Michael Misch, Vice President
Julie Curtis, Vice President of Marketing & Air Service Development

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

Mike Daigle, CEO & Executive Director
Mitchell Heppenheimer, Attorney
Patrick Mac Carthaigh, Vice President of Operations
Renata Matousova, Vice President of Finance
Michelle Reedy, Vice President of Human Resources
Aaliyah McKinney, Recording Secretary
Sue Oakley, Human Resources Specialist

Mr. Sage introduced the first item on the Agenda, approval of the Minutes from the April 27, 2023, Board meeting.

Dr. Henderson moved, and Mr. Kostielney seconded the motion to approve the Minutes from the Board meeting held on April 27, 2023.

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 April 28, 2023.

Dr. Henderson moved, and Mr. Kostielney seconded the motion to approve the Payroll Warrants dated April 28, 2023.

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

ST. JOSEPH COUNTY AIRPORT AUTHORITY DISTRICT BOARD

MAY 25, 2023

THURSDAY

The next item on the Agenda is approval of the Payroll Warrants dated May 12, 2023.

Dr. Henderson moved, and Mr. Kostielney seconded the motion to approve the Payroll Warrants dated May 12, 2023.

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 as per the Schedule dated May 25, 2023.

Dr. Henderson moved, and Mr. Kostielney seconded the motion to approve the Invoice Vouchers and Claim Payments per the Schedule dated May 25, 2023.

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

Mr. Sage introduced the next item on the Agenda.

FINANCIAL STATEMENT FOR THE MONTH OF MARCH 2023.

Dr. Henderson moved, and Mr. Kostielney seconded the motion to accept the Financial Statement report for the month of March 2023.

Ms. Matousova referred to the Statement of Revenues Disbursements and Activity (Accrual Basis) for the period ending March 31, 2023. Refer to the attached report.

Mr. Sage questioned how the projections for expenses are calculated. Ms. Matousova stated that the employee expenses are projected based on actual expenses to date and number of payrolls, while other expenses are based on number of months, and the projections are a straight reflection of first quarter data.

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

Mr. Sage introduced: PRIVILEGE OF THE FLOOR

There were no comments from the floor.

Mr. Sage introduced the next item on the Agenda, Tabled and Unfinished Business. There was none. He then introduced Continuing Business of which there was none.

Mr. Sage introduced the next item on the Agenda, New Business.

ST. JOSEPH COUNTY AIRPORT AUTHORITY DISTRICT BOARD

MAY 25, 2023

THURSDAY

NEW BUSINESS

Mr. Sage introduced: CONSIDERATION TO APPROVE EXECUTIVE SESSION ITEM 2023-5-1.

Dr. Henderson moved, and Mr. Kostielney seconded the motion to approve Executive Session item 2023-5-1.

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

Mr. Sage introduced: CONSIDERATION TO APPROVE RESOLUTION 2023-03, CARRYOVER OF ENCUMBRANCES.

Dr. Henderson moved, and Mr. Kostielney seconded the motion to approve Resolution 2023-03, Carryover of Encumbrances.

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

Mr. Sage introduced: CONSIDERATION TO AMEND THE POLICY ESTABLISHED BY RESOLUTION 2022-05 ON AIR SERVICE INCENTIVES, EFFECTIVE MAY 25, 2023.

Dr. Henderson moved, and Mr. Kostielney seconded the motion to amend the policy established by Resolution 2022-05 on Air Service Incentives, effective May 25, 2023.

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

Mr. Sage introduced: CONSIDERATION TO APPROVE AND AWARD FOR MILL AND OVERLAY MAINTENANCE PROJECT THE LOWEST QUALIFIED BIDDER, RIETH RILEY CONSTRUCTION CO IN THE AMOUNT OF \$482,184.57.

Dr. Henderson moved, and Mr. Kostielney seconded the motion to approve and award for Mill and Overlay maintenance project the lowest qualified bidder, Rieth Riley Construction Co in the amount of \$482,184.57.

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

ST. JOSEPH COUNTY AIRPORT AUTHORITY DISTRICT BOARD

MAY 25, 2023

THURSDAY

Mr. Sage introduced: CONSIDERATION TO APPROVE A 1-YEAR EXTENSION TO CONSTANT AVIATION, LLC OPERATING PERMIT FOR AIRCRAFT MAINTENANCE.

Dr. Henderson moved, and Mr. Kostielney seconded the motion to approve a 1-year extension to Constant Aviation, LLC operating permit for Aircraft maintenance.

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

Mr. Sage introduced: CONSIDERATION TO APPROVE A 1-YEAR EXTENSION TO THE CONCESSION AGREEMENT FOR AVIS BUDGET GROUP FOR RENTAL CAR SERVICES.

Dr. Henderson moved, and Mr. Kostielney seconded the motion to approve a 1-year extension to the concession agreement for AVIS Budget Group for rental car services.

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

Mr. Sage introduced: CONSIDERATION TO APPROVE A 1-YEAR EXTENSION TO THE OPERATING PERMIT FOR SOUTH BEND LUXURY CHAUFFER FOR LIMOUSINE SERVICES.

Dr. Henderson moved, and Mr. Kostielney seconded the motion to approve a 1-year extension to the operating permit for South Bend Luxury Chauffer for limousine services.

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

Mr. Sage introduced: CONSIDERATION TO APPROVE A 1-YEAR EXTENSION TO THE OPERATING PERMIT FOR WHITEMAN ELITE LIMOUSINE FOR LIMOUSINE SERVICES.

Dr. Henderson moved, and Mr. Kostielney seconded the motion to approve a 1-year extension to the operating permit for Whiteman Elite Limousine for limousine services.

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

ST. JOSEPH COUNTY AIRPORT AUTHORITY DISTRICT BOARD

MAY 25, 2023

THURSDAY

Mr. Sage introduced: CONSIDERATION TO APPROVE A 1-YEAR EXTENSION TO THE OPERATING PERMIT FOR CHAMPION COACH FOR BUS SERVICES.

Dr. Henderson moved, and Mr. Kostielney seconded the motion to approve a 1-year extension to the operating permit for Champion Coach for bus services.

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

THE EXECUTIVE DIRECTOR'S REPORT

Mr. Daigle referred to the 2023 Composite Statistic Chart for the period ending March 31, 2023.

Mr. Sage questioned how accurate the TNC activity number for March 2023 is. Mr. Daigle stated that it is reasonably precise because when agreements were initially established, a geofence was created which automatically captures and reports data monthly.

Mr. Kostielney questioned how the freight decrease at SBN compares nationally. Mr. Daigle stated that, according to his understanding from several sources, the national average is approximately 6% with some places such as SBN having numbers slightly higher, and some locations having numbers slightly lower.

Mr. Daigle informed the Board that Vice President of Human Resources Michelle Reedy and Operations Manager Ashley Thorsen will be moving on from the airport. He wished them well in their future endeavors and thanked them for their contributions to SBN.

Mr. Daigle informed the Board about the FAA Part 139 annual inspection that took place at the beginning of the month and noted that it went very well. He mentioned that there are a couple of administrative items that will need to be amended, but the operating certificate provided by the Federal Government is valid for another year.

Mr. Heppenheimer inquired about the status of the annual financial audit. Ms. Matousova stated that the auditors acknowledged that the Airport Authority has submitted all requested documentation to them, and they are now performing their internal due diligence, which requires multiple reviews within their firm.

ST. JOSEPH COUNTY AIRPORT AUTHORITY DISTRICT BOARD

MAY 25, 2023

THURSDAY

Mr. Sage introduced: ADJOURNMENT

Mr. Sage asked for a motion to adjourn the meeting.

There was a motion by Dr. Henderson and seconded by Mr. Kostielney to adjourn the meeting.

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

The Board meeting was adjourned at 11:45 a.m.

ST. JOSEPH COUNTY AIRPORT AUTHORITY DISTRICT BOARD

By:


Secretary

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

ST. JOSEPH COUNTY AIRPORT AUTHORITY

Monthly Financial Report - Modified Accrual

For the Period Ending March 31, 2023

Year To Date Comparison					
03/31/2022			03/31/2023		
Actual	% of Annual	Actual	% of budget	Incr/(Decr)	
Operating Activity					
Operating Revenue					
Airfield	250,519	23 %	268,291	23 %	17,772
Terminal - Aviation	507,043	25 %	538,206	24%	31,164
Terminal - Non-Aviation	53,132	22 %	67,550	31%	14,417
Concessions	321,740	19 %	359,407	25%	37,667
Parking	734,393	25 %	909,561	28%	175,167
FBO	149,662	21 %	165,546	26%	15,884
Building	52,253	13 %	55,718	14%	3,465
Other	10,000	48 %	20,000	125%	10,000
Total Operating Revenue	2,078,743	23 %	2,384,280	25%	305,537
Operating Expenses					
Employee Expenses	1,352,825	23 %	1,886,762	28 %	533,937
Supplies	203,127	20 %	276,229	14 %	73,102
Repairs	416,454	16 %	358,478	14 %	(57,976)
Service Contracts	27,846	18 %	39,266	26 %	11,420
Marketing	142,403	26 %	155,820	23 %	13,417
Utilities (Gas, Water, Elec)	173,419	27 %	220,061	29 %	46,642
Other Services and Charges	453,885	18 %	581,656	22 %	127,771
Total Operating Expenses	2,769,959	20 %	3,518,271	23 %	748,312
Operating Income (excluding depreciation)	(691,216)		(1,133,991)		(442,776)

Annual Comparison				
2021	2022	2023	2023	
actual	actual	budget	projections	
Operating Activity				
Operating Revenue				
1,039,140	1,083,096	1,177,861	1,073,166	
1,997,095	2,066,043	2,238,439	2,152,825	
181,639	238,506	214,615	270,199	
1,483,202	1,715,155	1,422,276	1,437,628	
2,400,620	2,980,794	3,286,748	3,638,243	
614,469	718,616	642,862	662,184	
377,870	411,111	397,277	222,874	
13,000	21,000	16,000	16,000	
8,107,036	9,234,322	9,396,078	9,473,118	
Operating Expenses				
5,431,677	5,951,875	6,806,305.78	7,007,973	
733,883	1,005,731	1,987,600.00	1,104,916	
1,466,921	2,671,422	2,474,700.00	1,433,911	
121,704	153,696	150,100.00	157,062	
500,814	540,677	689,900.00	623,280	
629,929	650,121	750,000.00	880,243	
1,876,412	2,555,603	2,627,575.00	2,326,623	
10,761,340	13,529,124	15,486,180.78	13,534,009	
(2,654,304)	(4,294,802)	(6,090,103)	(4,060,891)	

Non-Operating Activity

Other Revenue					
Property Taxes	0	0 %	0	0 %	0
Financial Institution Taxes	0	0 %	0	0 %	0
License Excise Taxes	0	0 %	0	0 %	0
Com. Vehicle Excise Taxes	0	0 %	0	0 %	0
C.O.I.T.	101,374	24 %	115,143	26 %	13,769
Interest Revenue	17,954	5 %	266,265	300 %	248,311
Federal Grant LEO	19,073	18 %	28,285	28 %	9,212
Federal Grant - ARP	2,803,279	56 %	0	N/A	(2,803,279)
Federal Grant-CARES	0	0 %	0	N/A	0
Miscellaneous Revenue	31,521	10 %	128,549	129 %	97,028
Customer Facility Charge	91,607	13 %	150,210		58,604
Total Other Revenue	3,064,807	32 %	688,452	14 %	(2,376,355)
Total Income	2,373,592		(445,539)		(2,819,131)
Capital Activity					
Capital Grants	4,476,939	13 %	490,068	0 %	(3,986,870)
Capital Spending	4,594,936	25 %	1,134,887	21 %	(3,460,050)
Net Activity	2,255,594		(1,090,357)		(3,345,951)

2,447,993	2,502,402	3,300,000	3,300,000	
4,537	5,120	5,566	5,566	
194,217	186,806	263,593	263,593	
18,659	19,263	26,920	26,920	
581,848	428,199	450,000	450,000	
55,342	372,421	88,819	1,065,062	
125,020	107,588	100,000	100,000	
-	4,994,943	-	-	
3,085,898	-	-	-	
71,482	321,781	100,000	100,000	
321,545	721,756	700,000	600,840	
6,908,541	9,660,279	5,034,898	5,911,981	
4,252,236	5,365,477	(1,055,205)	1,851,090	
Capital Activity				
12,064,153	17,142,668	38,552,858	38,552,858	
12,058,265	21,712,098	46,607,458	46,607,458	
4,258,124	796,047	(9,109,805)	(6,203,510)	

**ST. JOSEPH COUNTY AIRPORT AUTHORITY DISTRICT BOARD
RESOLUTION NO. 2023-03**

CARRYOVER OF ENCUMBRANCES

WHERE AS, Resolution 2021-05 appropriated monies for the purpose of defraying the expenses of the St. Joseph County Airport Authority District for the fiscal year ending December 31, 2022.

WHERE AS, of December 31, 2022, encumbered balances remained from monies appropriated for the year ending December 31, 2022.

NOW, THEREFORE, be it ordained by the St. Joseph County Airport Authority District Board, that for the expenses of the taxing unit the following sums of money which were encumbered during 2022 are hereby to be carried over from the 2022 Appropriations Budget to the 2023 Appropriations Budget.

BE IT FURTHER RESOLVED, that the officers and agents of the St. Joseph County Airport Authority District Board be and they are hereby authorized to execute whatever documents may be necessary in order to effectuate the purposes and intent of this Resolution. This Resolution shall be in full force and effect from and after its passage.

ACCOUNT	BUDGET CATEGORY	ENCUMBRANCE	
6200	SUPPLIES	<hr/>	
6221	Gas/Oil/Diesel/Lubricants	\$	22,700
6259	Pavements/Grounds Supplies	\$	14,164
6260	Building Supplies	\$	1,000
6261	Minor Equipment/Supplies	\$	4,956
6262	Motor Vehicle Supplies	\$	6,000
6265	Data/Communications Supplies	\$	8,000
6300	OTHER SERVICES	<hr/>	
6309	Promotion	\$	1,400
6311	Professional/Tech Services	\$	71,433
6314	Cleaning Services	\$	8,700
6360	Repair-Buildings	\$	351,069
6361	Repair - Equipment	\$	20,870
6362	Repair-Motor Vehicles	\$	8,000
6365	Repair-Data/Communications	\$	53,921

6400

CAPITAL OUTLAYS

6410	Land & Land Improvements	\$	146,802
6462	Motor Vehicles	\$	247,292
6480	Airport Improvement Projects	\$	3,973,929
	TOTAL ENCUMBRANCE	\$	4,940,236

Adopted this 25th day of May, 2023.

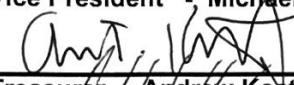
ST. JOSEPH COUNTY AIRPORT AUTHORITY DISTRICT BOARD



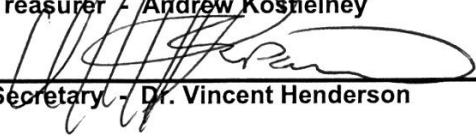
President - David Sage

Absent

Vice President - Michael Misch



Treasurer - Andrew Kostelney



Secretary - Dr. Vincent Henderson

ATTEST:

By: _____
Secretary - Dr. Vincent Henderson

ST. JOSEPH COUNTY AIRPORT
DISTRICT BOARD

By: _____
President - Dr. Vincent Henderson



In accordance with St. Joseph County Airport Authority District Board Resolution 2022-05, the Air Service Incentive Policy is amended as follows:

Air Service Incentive Policy

Effective May 25, 2023 – December 31, 2027

Air Service Incentive Program Goals:

- SBN seeks to expand air service through new routes and carriers; excluding special event flying.
- The program is designed to increase air service at the Airport by offering reduced fees and marketing support to a new carrier initiating service at SBN or for an existing carrier to offer air service to airports not currently served from SBN.

SBN Air Service Incentives:

- Existing Carriers
 - New Domestic Route(s)
 - \$75,000 in Marketing Support for first year/season.
 - Landing Fee and Loading Bridge Fee Waiver for two years/seasons on new route(s) only
- New Carriers
 - Existing Route(s)
 - \$50,000 in Marketing Support for first year/season
 - Landing Fee and Loading Bridge Fee Waiver for first year/season
 - New Domestic Route(s)
 - \$75,000 in Marketing Support for first year/season
 - Landing Fee and Loading Bridge Fee Waiver for two years/seasons on new route(s) only
- Minimum Revenue Guarantee: May be negotiated in compliance with the FAA Air Carrier Incentive Program Guidebook for year-round service of an unserved route for up to two years
- New International Route(s)
 - \$100,000 in Marketing Support for the first year/season
 - Landing Fee and Loading Bridge Fee Waiver for the two years/seasons
 - Federal Inspection Service Fee Waiver for two years/seasons (\$5 per pax)
- Base of Operations
 - \$50,000 in Marketing Support for any/all route(s) for the first year
 - Deferred Base Space Rental for first year; 50% for second year; fair market value for third year

Additional Marketing Support for All New Service:

- SBN will host a press conference announcing the new service with participation from state and local government officials, chamber representatives, and airline personnel at the discretion of the air carrier.
- As the air carrier makes the new service announcement, SBN will issue press releases for all new nonstop routes.
- SBN will host a ribbon cutting/gate party for the inaugural flight.
- SBN will promote the new service on its social media channels including Facebook, Twitter, Instagram, LinkedIn, and any others as the social media landscape evolves.
- Marketing support shall include specific information regarding the SBN Airport.

Definitions:

- New Carrier: Any air carrier not serving SBN with scheduled service under its own brand.
- New Route: Any airport destination not currently served nonstop by another airline.
- Base of Operations: Minimum of one based aircraft and crew year-round.
- Special Event Flying: The addition of flights specifically because local activity demands additional capacity. These include flights due to activity relating to universities.

Stipulations for SBN Air Service Incentives

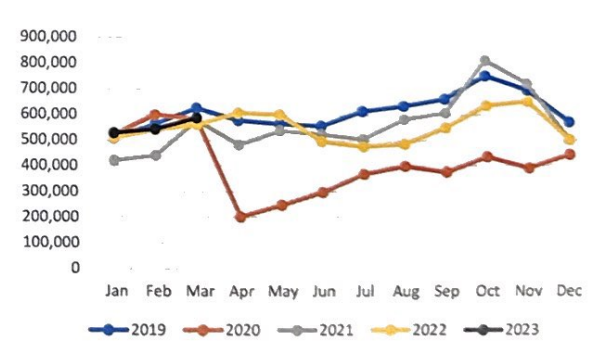
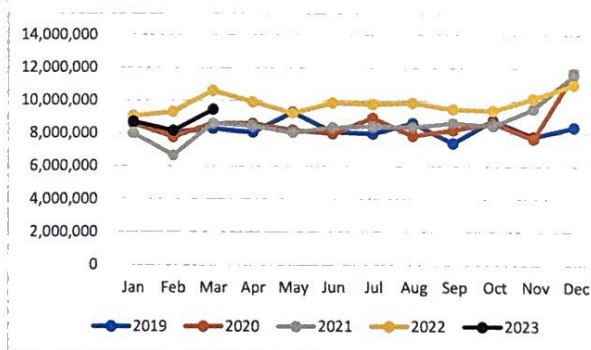
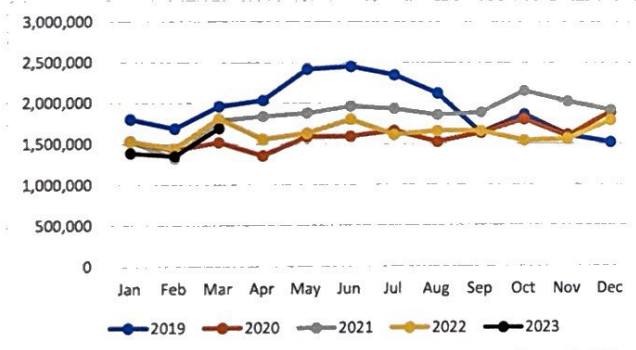
- The air carrier will be eligible for fee waivers from the first day of service up to 24 months. At the conclusion of the incentive period, the air carrier will be invoiced, and must pay, the landing fees in accordance with the St. Joseph County Airport Authority's Airport Rates and Charges resolution as required by the lease agreement. If the air carrier discontinues service, the air carrier shall forfeit its right to claim any additional incentives offered through this policy starting on the date service discontinues.
- For purposes of determining eligibility, affiliated airlines, joint venture partners, and predecessor and successor airlines in an airline merger or acquisition shall be treated as a single carrier and will not be considered a new entrant to SBN. A regional carrier is eligible for the incentives if it markets and sells its service independent of a branded carrier which currently provides service at SBN.
- If an air carrier received benefits under this policy and exits the SBN market, it will not be eligible for additional incentives for a 24-month period.

The St. Joseph County Airport Authority Board of Directors may modify or enhance this policy as they deem appropriate.

2023 COMPOSITE STATISTIC CHART



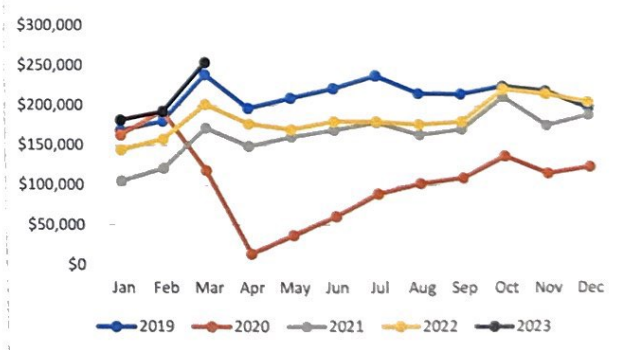
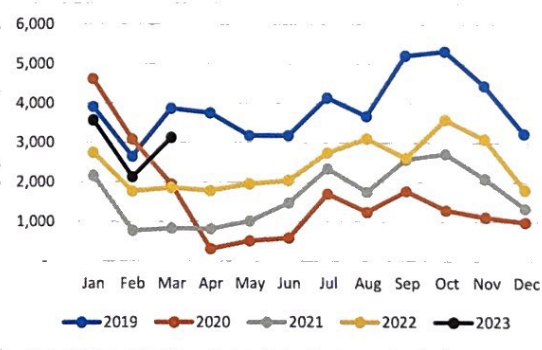
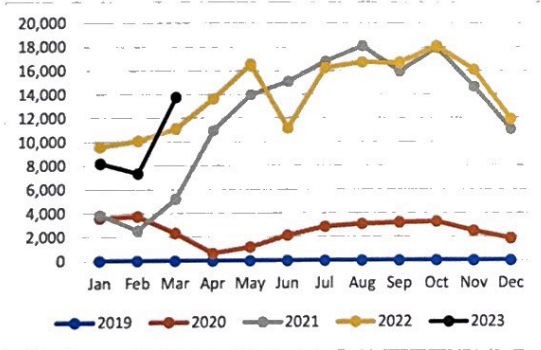
	Air Cargo - Pounds Enplaned & Deplaned					Total Gross Landed Weight - Cargo					Aviation Fuel Flowage - Gallons				
	For Ref.					For Ref.					For Ref.				
	2021	2022	2023	Diff.	%	2021	2022	2023	Diff.	%	2021	2022	2023	Diff.	%
Jan	1,526,394	1,534,927	1,388,489	(146,438)	-9.54%	8,007,000	9,039,600	8,703,435	(336,165)	-3.72%	422,069	509,330	528,696	19,366	3.80%
Feb	1,318,007	1,437,603	1,348,676	(88,927)	-6.19%	6,649,820	9,299,000	8,162,415	(1,136,585)	-12.22%	441,377	539,704	544,163	4,459	0.83%
Mar	1,784,293	1,806,958	1,689,767	(117,191)	-6.49%	8,641,070	10,586,680	9,452,900	(1,133,780)	-10.71%	579,104	562,910	588,430	25,520	4.53%
Apr	1,838,807	1,557,877				8,439,000	9,902,380				483,939	608,603			
May	1,876,932	1,629,489				8,054,200	9,237,440				539,959	601,986			
Jun	1,960,534	1,798,094				8,370,300	9,870,760				525,641	497,879			
Jul	1,930,510	1,607,973				8,419,500	9,774,060				506,406	476,485			
Aug	1,855,901	1,652,943				8,396,600	9,870,680				584,011	487,086			
Sep	1,885,100	1,654,673				8,649,600	9,490,394				609,089	550,612			
Oct	2,149,123	1,535,816				8,478,000	9,408,560				816,370	636,767			
Nov	2,019,444	1,556,970				9,506,956	10,151,468				723,276	652,288			
Dec	1,910,637	1,785,332				11,606,740	11,000,780				499,308	501,342			
Total	22,055,682	19,558,655				103,218,786	117,631,802				6,730,549	6,624,992			
YTD	4,628,694	4,779,488	4,426,932	(352,556)	-7.38%	23,297,890	28,925,280	26,318,750	(2,606,530)	-9.01%	1,442,550	1,611,944	1,661,289	49,345	3.06%



2023 COMPOSITE STATISTIC CHART



	Car Rental - Car Rental Days					TNC Activity					Restaurant/Gift Shop - Gross Sales				
	For Ref.					For Ref.					For Ref.				
	2021	2022	2023	Diff.	%	2021	2022	2023	Diff.	%	2021	2022	2023	Diff.	%
Jan	3,843	9,583	8,180	(1,403)	-14.64%	2,169	2,743	3,576	833	30.37%	\$105,612	\$144,430	\$181,930	\$37,500	25.96%
Feb	2,555	10,089	7,356	(2,733)	-27.09%	774	1,771	2,133	362	20.44%	\$121,695	\$158,357	\$192,762	\$34,405	21.73%
Mar	5,212	11,100	13,763	2,663	23.99%	831	1,859	3,132	1,273	68.48%	\$172,140	\$201,962	\$254,481	\$52,519	26.00%
Apr	10,972	13,625				817	1,781				\$149,689	\$177,767			
May	13,990	16,510				1,014	1,958				\$161,123	\$170,637			
Jun	15,103	11,154				1,477	2,046				\$169,924	\$180,810			
Jul	16,793	16,262				2,353	2,744				\$179,650	\$181,054			
Aug	18,076	16,689				1,760	3,110				\$164,149	\$177,556			
Sep	15,925	16,667				2,581	2,614				\$171,287	\$180,898			
Oct	17,945	18,057				2,721	3,588				\$212,199	\$222,155			
Nov	14,645	16,059				2,093	3,102				\$175,877	\$215,733			
Dec	11,050	11,908				1,334	1,808				\$189,168	\$205,334			
Total	146,109	167,703				19,924	29,124				\$1,972,513	\$2,216,693			
YTD	11,610	30,772	29,299	(1,473)	-4.79%	3,774	6,373	8,841	2,468	38.73%	\$399,447	\$504,749	\$629,173	\$124,424	24.65%



2023 COMPOSITE STATISTIC CHART



	Republic Parking - Gross Sales					South Shore Passengers					International Flights - GAF				
	For Ref.					For Ref.					For Ref.				
	2021	2022	2023	Diff.	%	2021	2022	2023	Diff.	%	2021	2022	2023	Diff.	%
Jan	\$175,389	\$298,806	\$372,121	\$73,315	24.54%	4,618	8,972	9,775	803	8.95%	2	5	9	4	80.00%
Feb	\$177,392	\$316,284	\$354,454	\$38,170	12.07%	4,932	8,940	8,829	(111)	-1.24%	4	6	11	5	83.33%
Mar	\$280,790	\$364,154	\$486,224	\$122,070	33.52%	7,332	13,530				1	8	10	2	25.00%
Apr	\$259,266	\$345,794				10,467	14,608				4	14			
May	\$234,437	\$311,107				10,437	15,290				12	17			
Jun	\$245,370	\$263,585				11,197	15,014				4	9			
Jul	\$260,188	\$253,972				15,889	18,102				7	11			
Aug	\$242,553	\$258,883				11,650	14,814				6	16			
Sep	\$268,367	\$278,520				14,806	13,613				10	18			
Oct	\$333,167	\$367,839				20,259	16,039				13	11			
Nov	\$297,978	\$316,313				15,419	14,639				13	18			
Dec	\$274,240	\$273,090				14,889	13,374				10	8			
Total	\$3,049,137	\$3,648,347				141,895	166,935				86	141			
YTD	\$633,571	\$979,244	\$1,212,799	\$233,555	23.85%	16,882	31,442	18,604	692	2.20%	7	19	30	11	57.89%

