

ST. JOSEPH COUNTY AIRPORT AUTHORITY DISTRICT BOARD

AUGUST 27, 2024

TUESDAY

The Board meeting of the St. Joseph County Airport Authority District was called to order at 11:30 a.m. on Tuesday, August 27, 2024, by President David Sage.

Present: David Sage, President
Andrew Kostielney, Vice President
Ashley Portolese-Miller, Secretary
Vincent Henderson, Treasurer

Absent: Michael Misch, Attorney

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

Mike Daigle, CEO & Executive Director
Patrick Mac Carthaigh, Vice President of Operations
Alan Tio, Vice President of Business Development
Julie Curtis, Vice President of Marketing & Air Service Development
Renata Matousova, Vice President of Finance & Administration
Michael Ornat, Safety Chief
Aaliyah McKinney, Recording Secretary
Jim Sipocz, Friend of the Authority
Josiah Twiddy, Atlantic Aviation

Mr. Sage introduced the first item on the Agenda, approval of the Minutes from the July 18, 2024, Board meeting.

Mr. Henderson moved, and Mr. Kostielney seconded the motion to approve the Minutes from the Board meeting held on July 18, 2024.

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 July 19, 2024.

Mr. Henderson moved, and Mr. Kostielney seconded the motion to approve the Payroll Warrants dated July 19, 2024.

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 August 2, 2024.

Mr. Henderson moved, and Mr. Kostielney seconded the motion to approve the Payroll Warrants dated August 2, 2024.

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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 August 16, 2024.

Mr. Henderson moved, and Mr. Kostielney seconded the motion to approve the Payroll Warrants dated August 16, 2024.

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 August 27, 2024.

Mr. Henderson moved, and Mr. Kostielney seconded the motion to approve the Invoice Vouchers and Claim Payments as per the Schedule dated August 27, 2024.

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 JUNE 2024.

Mr. Henderson moved, and Mr. Kostielney seconded the motion to accept the Financial Statement report for the month of June 2024.

Ms. Matousova referred to the Statement of Revenues Disbursements and Activity (Modified Accrual Basis) for the period ending June 30, 2024. Refer to the attached report.

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

Mr. Sage introduced: PRIVILEGE OF THE FLOOR

Jim Sipocz, friend of the Authority, congratulated Mr. Daigle and the Board for receiving new service on Breeze Airways.

There were no additional 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.

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NEW BUSINESS

Mr. Sage introduced: CONSIDERATION TO APPROVE EXECUTIVE SESSION ITEM 2024-8-01.

Mr. Daigle asked the Board to consider removing this item from the agenda as it was no longer required and needed no further action.

Mr. Henderson moved, and Mr. Kostielney seconded the motion to remove Executive session item 2024-8-01 from the agenda.

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

Mr. Sage introduced: CONSIDERATION TO APPROVE AUTHORITY-NICTD INTERIM AGREEMENT, SUBJECT TO FUTURE APPROVAL OF EXHIBITS AND DISPUTE RESOLUTION LANGUAGE, NO LATER THAN NOVEMBER 30, 2024.

Mr. Henderson moved, and Mr. Kostielney seconded the motion to approve Authority-NICTD Interim agreement, subject to future approval of Exhibits and dispute resolution language, no later than November 30, 2024.

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

Mr. Sage introduced: INTRODUCTION OF 2025 REVENUE AND EXPENSE BUDGETS.

Mr. Henderson moved, and Mr. Kostielney seconded the motion for the introduction of 2025 Revenue and Expense budgets.

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

Mr. Sage introduced: CONSIDERATION TO APPROVE THE DISSOLVING AND CLOSING OF THE AIR COMMERCE CENTER FUND AND TRANSFER ALL THE FUNDS TO AVIATION GENERAL FUND.

Mr. Henderson moved, and Mr. Kostielney seconded the motion to approve the dissolving and closing of the Air Commerce Center fund and transfer all the funds to Aviation General Fund.

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

Mr. Sage introduced: CONSIDERATION TO APPROVE A PERMIT EXTENSION TO SOUTH BEND LUXURY FOR LIMOUSINE SERVICES.

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Mr. Henderson moved, and Mr. Kostielney seconded the motion to approve a permit extension to South Bend Luxury for limousine services.

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

Mr. Sage introduced: CONSIDERATION TO APPROVE A PERMIT EXTENSION TO MY PLEASURE CORPORATE SHUTTLE FOR LIMOUSINE SERVICES.

Mr. Henderson moved, and Mr. Kostielney seconded the motion to approve a permit extension to My Pleasure Corporate Shuttle for limousine services.

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

Mr. Sage introduced: CONSIDERATION TO APPROVE LEASE EXTENSION TO ENTERPRISE CAR RENTAL FOR AUTHORITY CAR WASH FACILITY.

Mr. Henderson moved, and Mr. Kostielney seconded the motion to approve lease extension to Enterprise Car Rental for Authority Car Wash Facility.

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

Mr. Sage introduced: CONSIDERATION TO APPROVE PERMIT EXTENSION TO LYFT, A TRANSPORT RENTAL COMPANY.

Mr. Henderson moved, and Mr. Kostielney seconded the motion to approve permit extension to Lyft, a Transport Rental Company.

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

THE EXECUTIVE DIRECTOR'S REPORT

Mr. Daigle referred to the 2024 Composite Statistic Chart for the period ending June 30, 2024.

Mr. Daigle mentioned the success of the airport's 6th annual Aviation Education Day and thanked the Airport Authority team for their great efforts in putting the event together.

Mr. Daigle informed the Board that there were breast cancer awareness t-shirt order forms at each of their seats for the airport's annual fundraiser that benefits local breast cancer foundations. He noted that \$1,499.60 was raised last year.

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Mr. Sage introduced: ADJOURNMENT

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

There was a motion by Mr. 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 11:43 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 June 30, 2024

Year To Date Comparison

	06/30/2023	06/30/2024			
	Actual	Actual	% of budget	Incr/(Decr)	%
Operating Revenue					
Airfield	537,977	636,336	47 %	98,359	18%
Terminal - Aviation	1,081,524	1,120,156	47%	38,632	4%
Terminal - Non-Aviation	130,687	145,929	51%	15,243	12%
Concessions	819,317	939,059	55%	119,742	15%
Parking	1,910,749	2,246,211	51%	335,461	18%
FBO	348,343	353,035	46%	4,692	1%
Building	179,456	164,743	42%	(14,713)	-8%
Other	29,000	38,000	146%	9,000	31%
Total Operating Revenue	5,037,054	5,643,469	50%	606,415	12%

Annual Comparison

	2022	2023	2024	2024
	actual	actual	budget	projections
Operating Revenue				
Airfield	1,083,096	1,284,799	1,342,403	1,396,186
Terminal - Aviation	2,066,043	2,171,942	2,359,684	2,244,918
Terminal - Non-Aviation	238,506	265,071	283,880	293,923
Concessions	1,715,155	1,878,772	1,715,496	2,015,734
Parking	2,980,794	3,806,007	4,368,205	4,483,316
FBO	718,616	749,096	762,583	732,628
Building	411,111	402,072	389,179	349,296
Other	21,000	32,000	26,000	45,473
Total Operating Revenue	9,234,322	10,589,758	11,247,430	11,561,474

Operating Activity

Operating Expenses					
Employee Expenses	3,394,886	3,679,587	46 %	284,701	8%
Supplies	388,785	525,545	29 %	136,760	35%
Repairs	836,332	544,797	12 %	(291,535)	-35%
Service Contracts	51,045	84,400	47 %	33,355	65%
Marketing	265,988	256,406	28 %	(9,582)	-4%
Utilities (Gas, Water, Elec)	381,209	343,843	46 %	(37,366)	-10%
Other Services and Charges	980,021	1,123,044	43 %	143,023	15%
Total Operating Expenses	6,298,265	6,557,621	42 %	259,356	4%
Operating Income (excluding depreciation)	(1,261,211)	(914,152)		347,059	

Operating Expenses				
Employee Expenses	5,952,103	6,864,732	8,065,266	7,359,173
Supplies	1,005,731	1,025,817	1,788,850	1,218,875
Repairs	2,705,414	2,910,361	4,481,985	1,492,719
Service Contracts	153,696	181,209	181,375	234,210
Marketing	543,387	573,946	905,500	533,041
Utilities (Gas, Water, Elec)	650,121	730,594	750,500	673,333
Other Services and Charges	2,557,053	2,232,840	2,595,454	2,402,394
Total Operating Expenses	13,567,505	14,519,499	15,486,181	13,913,746
Operating Income (excluding depreciation)	(4,333,183)	(3,929,741)	(4,238,751)	(2,352,272)

Non-Operating Activity

Other Revenue					
Property Taxes	1,515,964	1,634,160	46 %	118,196	N/A
Financial Institution Taxes	2,119	2,133	38 %	14	N/A
License Excise Taxes	84,209	82,219	31 %	(1,990)	N/A
Com. Vehicle Excise Taxes	9,573	9,617	36 %	44	N/A
C.O.I.T.	407,210	382,522	77 %	(24,688)	(6) %
Interest Revenue	564,649	400,124	40 %	(164,525)	(29) %
Federal Grant LEO	28,285	61,100	61 %	32,815	N/A
Federal Grant - ARP	0	0	N/A	0	N/A
Miscellaneous Revenue	186,903	20,232	20 %	(166,671)	(89) %
Customer Facility Charge	346,059	388,175		42,116	12 %
Total Other Revenue	3,144,971	2,980,282	47 %	(164,689)	(5) %
Total Income	1,883,760	2,066,130		182,370	
Capital Activity					
Capital Grants	2,762,026	6,528,829	0 %	3,766,803	
Capital Spending	6,088,005	15,842,825	21 %	9,754,821	
Net Activity	(1,442,219)	(7,247,866)		(5,805,648)	

Other Revenue				
Property Taxes	2,502,402	2,663,423	3,584,396	3,584,396
Financial Institution Taxes	5,120	4,212	5,566	5,566
License Excise Taxes	186,806	180,162	263,593	263,593
Com. Vehicle Excise Taxes	19,263	19,147	26,920	26,920
C.O.I.T.	428,199	637,495	500,000	500,000
Interest Revenue	372,421	1,131,531	1,000,000	801,040
Federal Grant LEO	107,588	116,898	100,000	20,000
Federal Grant - ARP	4,994,943	-	-	-
Miscellaneous Revenue	321,781	239,220	100,000	100,000
Customer Facility Charge	721,756	841,662	800,000	860,221
Total Other Revenue	9,660,279	5,833,751	6,380,475	6,161,736
Total Income	5,327,096	1,904,010	2,141,724	3,809,463
Capital Activity				
Capital Grants	17,142,668	18,347,567	38,552,858	38,552,858
Capital Spending	21,712,098	31,184,181	46,607,458	46,607,458
Net Activity	757,666	(10,932,604)	(5,912,876)	(4,245,137)



2025 Revenue/Sources Budget

Revenue Type	Source	2025 Budget	2024 Budget	Difference	Difference
		\$	\$	\$	%
Operating					
	Airfield	1,514,203	1,342,403	171,800	12.80%
	Terminal - Aviation	2,747,943	2,359,684	388,259	16.45%
	Terminal - Non Aviation	306,509	283,880	22,629	7.97%
	Concessions	2,385,076	1,715,496	669,580	39.03%
	Parking	4,982,040	4,368,205	613,835	14.05%
	FBO	759,786	762,583	(2,797)	-0.37%
	QTA	730,000		730,000	
	Building & Land Rents	386,278	389,179	(2,901)	-0.75%
	Other Revenue	36,000	26,000	10,000	38.46%
Operating Total		13,847,835	11,247,431	2,600,404	23.12%
Non-Operating					
	Reserve Funds	7,167,464	4,022,396	3,145,068	78.19%
	Property Tax Revenue	5,230,400	4,764,442	465,958	9.78%
	Other Tax Distributions	785,000	636,000	149,000	23.43%
	Interest & Investment Revenue	847,142	1,000,000	(152,858)	-15.29%
	Federal Operating Grants	-	100,000	(100,000)	-100.00%
	Other Non-Operating Revenue	20,000	100,000	(80,000)	-80.00%
	Capital Grants and Outside Contributions	39,090,000	47,476,442	(8,386,442)	-17.66%
	C.F.C. and QTA Transfers	1,557,000		1,557,000	
	P.F.C. Contributions	3,211,200	1,127,168	2,084,032	184.89%
Non-Operating Total		50,740,742	55,204,052	(4,463,310)	-8.09%
Grand Total		71,756,041	70,473,878	1,282,162	1.82%



2025 Expense Budget

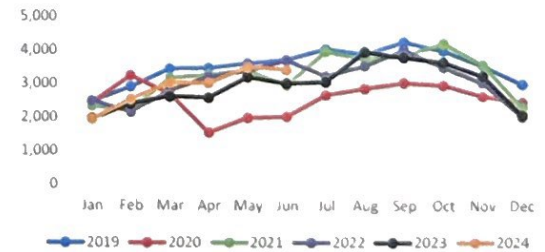
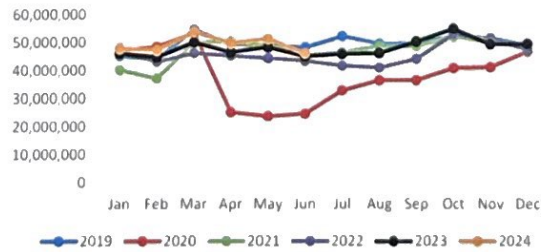
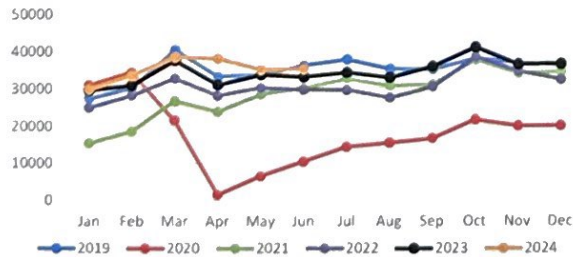
Expense Type	Source	Budget Description	2025 Budget	2024 Budget	Difference	Difference %
Operating Expense					\$	
	Personal Services		8,641,266	8,065,266	575,999	7.14%
	Supplies		1,908,050	1,788,850	119,200	6.66%
	Other Services & Charges				-	
		Service Contracts	1,164,150	1,141,045	23,105	2.02%
		Promotion/Community Relations	1,006,500	905,500	101,000	11.15%
		Air Service Incentives	1,500,000			
		Professional/Tech	1,923,500	982,975	940,525	95.68%
		Bonds/Insurance/Permits	501,000	430,000	71,000	16.51%
		Utilities (Gas/Water/Electric/Telephone)	756,100	750,500	5,600	0.75%
		Repairs	2,697,150	3,461,985	(764,835)	-22.09%
		Other	258,125	222,809	35,317	15.85%
		QTA Operating Expenses	730,000	-		
	Other Services & Charges Total		10,536,525	7,894,814	2,641,712	57.51%
Operating Expense Total			21,085,841	17,748,930	3,336,911	24.93%
Non-Operating Expense						
	Capital					
		Land/Buildings & Improvements	13,145,000	10,896,000	2,249,000	20.64%
		Major Equipment	2,387,000	260,000	2,127,000	818.08%
		Motor Vehicles	1,529,200	316,000	1,213,200	383.92%
		AIP	31,900,000	40,125,781	(8,225,781)	-20.50%
	Capital Total		48,961,200	51,597,781	(2,636,581)	-5.11%
	Debt Service		1,709,000	1,127,168	581,832	51.62%
Non-Operating Expense Total			50,670,200	52,724,949	(2,054,749)	-3.90%
Grand Total			71,756,041	70,473,879	1,282,162	1.82%

Fund Balances	Aviation	Tax Revenue	Cum Building	CFC	PFC	Debt Reserve	Total
	\$						
2024 Projected Ending Balance	9,238,368	2,395,056	6,337,476	4,024,380	4,619,213	1,131,600	27,746,093
Projected Revenue	49,149,977	3,530,400	9,650,000	1,530,000	1,900,000	1,127,000	66,887,377
Budgeted Expenses	52,704,841	2,960,000	12,400,000	1,062,000	3,211,200	1,127,000	73,465,041
2025 Projected Ending Balance	5,683,504	2,965,456	3,587,476	4,492,380	3,308,013	1,131,600	21,168,429

2024 COMPOSITE STATISTIC CHART



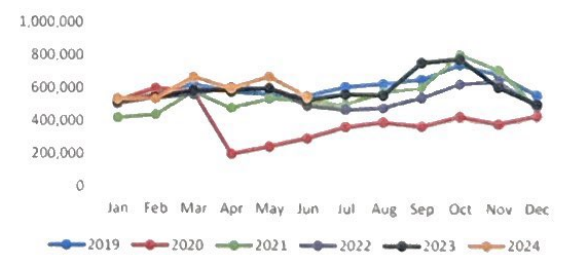
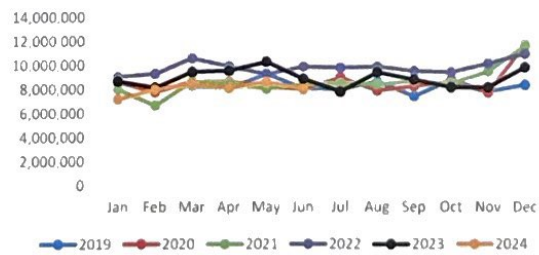
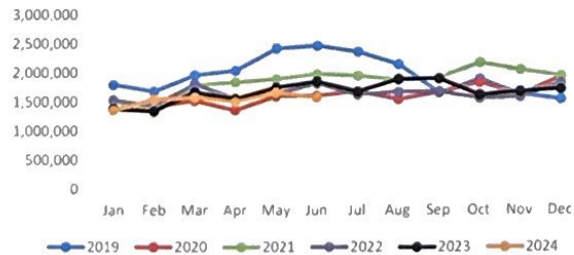
	Airline Enplanements					Aircraft Landed Weight					Aircraft Operations				
	For Ref.					For Ref.					For Ref.				
	2022	2023	2024	Diff.	%	2022	2023	2024	Diff.	%	2022	2023	2024	Diff.	%
Jan	24,966	29,703	29,982	279	0.9%	46,692,655	46,125,804	47,779,476	1,653,672	3.6%	2,481	1,960	1,934	(26)	-1.3%
Feb	28,257	30,957	33,649	2,692	8.7%	42,980,546	44,768,740	47,189,915	2,421,175	5.4%	2,149	2,412	2,532	120	5.0%
Mar	32,817	37,664	38,514	850	2.3%	46,095,733	50,032,891	53,691,797	3,658,906	7.3%	2,793	2,629	3,026	397	15.1%
Apr	28,119	31,088	38,004	6,916	22.2%	45,111,357	46,511,429	49,657,991	3,146,562	6.8%	3,203	2,595	3,021	426	16.4%
May	30,127	33,695	35,052	1,357	4.0%	44,236,632	48,239,248	51,150,696	2,911,448	6.0%	3,385	3,217	3,507	290	9.0%
Jun	29,528	33,064	35,104	2,040	6.2%	43,348,059	45,022,708	45,996,409	973,701	2.2%	3,708	3,032	3,420	388	12.8%
Jul	29,448	34,167				41,682,314	45,847,394				3,253	3,077			
Aug	27,319	32,757				40,928,975	46,168,576				3,560	3,977			
Sep	30,163	35,671				43,991,213	50,264,861				4,041	3,824			
Oct	38,001	40,684				52,874,638	54,936,574				3,525	3,678			
Nov	34,167	36,003				51,221,012	49,419,646				3,067	3,274			
Dec	31,860	36,109				47,515,917	49,565,761				2,047	2,112			
Total	364,772	411,562				546,679,051	576,903,632				37,212	35,787			
YTD	173,814	196,171	210,305	14,134	7.2%	268,464,982	280,700,820	295,466,284	14,765,464	5.3%	17,719	15,845	17,440	1,595	10.1%



2024 COMPOSITE STATISTIC CHART



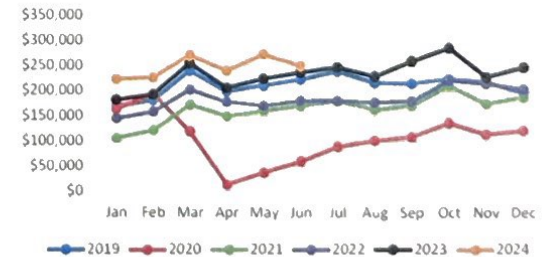
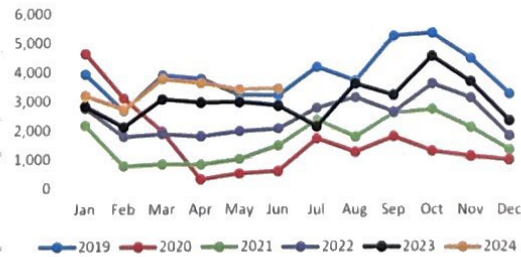
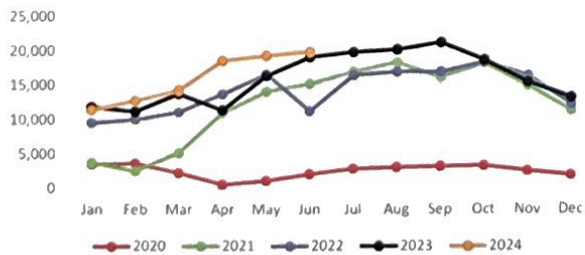
	Air Cargo - Pounds Enplaned & Deplaned					Total Gross Landed Weight - Cargo					Aviation Fuel Flowage - Gallons				
	For Ref. 2022	2023	2024	Diff.	%	For Ref. 2022	2023	2024	Diff	%	For Ref. 2022	2023	2024	Diff	%
Jan	1,534,927	1,388,489	1,359,896	(28,593)	-2.1%	9,039,600	8,703,435	7,181,500	(1,521,935)	-17.5%	509,330	528,696	536,795	8,099	1.5%
Feb	1,437,603	1,348,676	1,543,817	195,141	14.5%	9,299,000	8,162,415	7,987,000	(175,415)	-2.1%	539,704	544,163	536,844	(7,319)	-1.3%
Mar	1,806,958	1,671,767	1,573,970	(97,797)	-5.8%	10,586,680	9,452,900	8,427,000	(1,025,900)	-10.9%	562,910	588,430	669,234	80,804	13.7%
Apr	1,557,877	1,554,170	1,497,698	(56,472)	-3.6%	9,902,380	9,549,380	8,095,800	(1,453,580)	-15.2%	608,603	589,684	601,940	12,256	2.1%
May	1,629,489	1,742,824	1,650,311	(92,513)	-5.3%	9,237,440	10,304,311	8,587,000	(1,717,311)	-16.7%	601,986	603,999	672,467	68,468	11.3%
Jun	1,798,094	1,841,175	1,558,932	(282,243)	-15.3%	9,870,760	8,893,200	7,996,500	(896,700)	-10.1%	497,879	530,626	549,159	18,533	3.5%
Jul	1,607,973	1,668,049				9,774,060	7,802,100				476,485	569,538			
Aug	1,652,943	1,872,550				9,870,680	9,424,900				487,086	565,380			
Sep	1,654,673	1,874,902				9,490,394	8,824,934				550,612	765,185			
Oct	1,535,816	1,598,454				9,408,560	8,188,500				636,767	788,475			
Nov	1,556,970	1,655,028				10,151,468	8,188,500				652,288	617,254			
Dec	1,785,332	1,693,526				11,000,780	9,856,720				501,342	514,833			
Total	19,558,655	19,909,610				117,631,802	107,351,295				6,624,992	7,206,263			
YTD	9,764,948	9,547,101	9,184,624	(362,477)	-3.8%	57,935,860	55,065,641	48,274,800	(6,790,841)	-12.3%	6,624,992	3,385,598	3,566,439	180,841	5.3%



2024 COMPOSITE STATISTIC CHART



	Car Rental - Car Rental Days*						TNC Activity					Restaurant/Gift Shop - Gross Sales				
	For Ref.						For Ref.					For Ref.				
	2021	2022	2023	2024	Diff.	%	2022	2023	2024	Diff.	%	2022	2023	2024	Diff.	%
Jan	3,843	9,583	11,886	11,456	(430)	-3.6%	2,743	2,830	3,189	359	12.7%	\$144,430	\$181,930	\$222,172	\$40,242	22.1%
Feb	2,555	10,089	11,212	12,752	1,540	13.7%	1,771	2,111	2,700	589	27.9%	\$158,357	\$192,762	\$225,730	\$32,968	17.1%
Mar	5,212	11,100	13,763	14,235	472	3.4%	1,859	3,064	3,741	677	22.1%	\$201,962	\$254,481	\$270,625	\$16,144	6.3%
Apr	10,972	13,625	11,369	18,447	7,078	62.3%	1,781	2,947	3,599	652	22.1%	\$177,767	\$206,520	\$239,643	\$33,123	16.0%
May	13,990	16,510	16,293	19,100	2,807	17.2%	1,958	2,955	3,395	440	14.9%	\$170,637	\$224,765	\$272,611	\$47,846	21.3%
Jun	15,103	11,154	18,956	19,646	690	3.6%	2,046	2,837	3,414	577	20.3%	\$180,810	\$237,454	\$250,512	\$13,058	5.5%
Jul	16,793	16,262	19,608				2,744	2,123				\$181,054	\$247,765			
Aug	18,076	16,689	19,927				3,110	3,590				\$177,556	\$230,033			
Sep	15,925	16,667	20,935				2,614	3,212				\$180,898	\$261,219			
Oct	17,945	18,057	18,379				3,588	4,538				\$222,155	\$287,797			
Nov	14,645	16,059	15,225				3,102	3,671				\$215,733	\$229,963			
Dec	11,050	11,908	12,956				1,808	2,337				\$205,334	\$249,849			
Ann. To	146,109	167,703	190,509				29,124	36,215				\$2,216,693	\$2,804,537			
YTD	51,675	72,061	83,479	95,636	12,157	14.6%	12,158	16,744	20,038	3,294	19.7%	\$1,033,963	\$1,297,912	\$1,481,294	\$183,382	14.1%



2024 COMPOSITE STATISTIC CHART



	Republic Parking - Gross Sales					South Shore Passengers					International Flights - GAF				
	For Ref. 2022	2023	2024	Diff.	%	For Ref. 2022	2023	2024	Diff.	%	For Ref. 2022	2023	2024	Diff.	%
Jan	\$298,806	\$372,121	\$436,966	\$64,845	17.4%	8,972	9,775	8,213	(1,562)	-16.0%	5	9	7	(2)	-22.2%
Feb	\$316,284	\$354,454	\$466,727	\$112,273	31.7%	8,940	8,829	8,510	(319)	-3.6%	6	11	4	(7)	-63.6%
Mar	\$364,154	\$486,224	\$556,549	\$70,325	14.5%	13,530	12,919	13,427	508	3.9%	8	10	6	(4)	-40.0%
Apr	\$345,794	\$451,036	\$476,179	\$25,143	5.6%	14,608	13,773	12,596	(1,177)	-8.5%	14	13	4	(9)	-69.2%
May	\$311,107	\$361,183	\$411,178	\$49,995	13.8%	15,290	11,791	16,802	5,011	42.5%	17	8	14	6	75.0%
Jun	\$263,585	\$333,718	\$385,171	\$51,453	15.4%	15,014	12,175	17,947	5,772	47.4%	9	15	5	(10)	-66.7%
Jul	\$253,972	\$322,194				18,102	13,964				11	7			
Aug	\$258,883	\$326,556				14,814	12,291				16	7			
Sep	\$278,520	\$365,106				13,613	11,767				18	9			
Oct	\$367,839	\$451,892				16,039	12,390				11	12			
Nov	\$316,313	\$406,791				14,639	12,190				18	9			
Dec	\$273,090	\$371,458				13,374	13,338				8	10			
Ann. To	\$3,648,347	\$4,602,733				166,935	145,202				141	120			
YTD	\$1,899,730	\$2,358,736	\$2,732,770	\$374,034	15.86%	76,354	69,262	77,495	8,233	11.9%	59	66	40	(26)	-39.4%

