

ST. JOSEPH COUNTY AIRPORT AUTHORITY DISTRICT BOARD

OCTOBER 31, 2024

THURSDAY

The Board meeting of the St. Joseph County Airport Authority District was called to order at 11:30 a.m. on Thursday, October 31, 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
Julie Curtis, Vice President of Marketing & Air Service Development
Renata Matousova, Vice President of Finance & Administration
Michael Ornat, Safety Chief
Aaliyah McKinney, Recording Secretary
Jamey Coffman, Corporate Wings
Hodge Patel, Abonmarche
Jim Sipocz, Friend of the Authority
Trace Talley, Directional Aviation and Flexjet
Josiah Twiddy, Atlantic Aviation

Mr. Sage introduced the first item on the Agenda, approval of the Minutes from the September 26, 2024, Board meeting.

Mr. Henderson moved, and Mr. Kostielney seconded the motion to approve the Minutes from the Board meeting held on September 26, 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 September 27, 2024.

Mr. Henderson moved, and Mr. Kostielney seconded the motion to approve the Payroll Warrants dated September 27, 2024.

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

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The next item on the Agenda is approval of the Payroll Warrants dated October 11, 2024.

Mr. Henderson moved, and Mr. Kostielney seconded the motion to approve the Payroll Warrants dated October 11, 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 October 25, 2024.

Mr. Henderson moved, and Mr. Kostielney seconded the motion to approve the Payroll Warrants dated October 25, 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 October 31, 2024.

Mr. Henderson moved, and Mr. Kostielney seconded the motion to approve the Invoice Vouchers and Claim Payments as per the Schedule dated October 31, 2024.

Mr. Sage abstained from voting.

There being no comments, questions, or discussion, with a unanimous vote between Mr. Henderson and Mr. Kostielney, the motion carried.

Mr. Sage introduced the next item on the Agenda.

FINANCIAL STATEMENT FOR THE MONTH OF AUGUST 2024.

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

Ms. Matousova referred to the Statement of Revenues Disbursements and Activity (Modified Accrual Basis) for the period ending August 31, 2024. Refer to the attached report.

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

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Mr. Sage introduced: PRIVILEGE OF THE FLOOR

Trace Talley, a representative of Directional Aviation and Flexjet, thanked the Airport Authority and the Board for their partnership over the last decade on behalf of Kenn Ricci, Mike Rossi, and Randy Jones.

There were no additional comments from the floor.

Mr. Sage introduced the next item on the Agenda, Tabled and Unfinished Business.

Consideration to approve updated Foreign-Trade Zone #125 Zone Schedule effective Sept 26, 2024.

Mr. Henderson made a motion for this item to remain tabled, and Mr. Kostielney seconded the motion.

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

Mr. Sage then introduced Continuing Business. There was none.

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

NEW BUSINESS

Mr. Sage introduced: CONSIDERATION TO APPROVE THE DISSOLVING AND CLOSING OF THE PRO (PAVEMENT, REPAIR & OPERATIONS) SCHOOL 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 PRO (Pavement, Repair & Operations) School 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 ARINC GROUND LEASE.

Mr. Henderson moved, and Mr. Kostielney seconded the motion to approve ARINC Ground Lease.

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

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Mr. Sage introduced: CONSIDERATION TO APPROVE AGREEMENT EXTENSION FOR 1 YEAR WITH CSA.

Mr. Henderson moved, and Mr. Kostielney seconded the motion to approve agreement extension for 1 year with CSA.

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

Mr. Sage introduced: CONSIDERATION TO APPROVE USE AND LEASE AGREEMENT FOR 1 YEAR WITH UNITED PARCEL SERVICE (UPS).

Mr. Henderson moved, and Mr. Kostielney seconded the motion to approve Use and Lease Agreement for 1 year with United Parcel Service (UPS).

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

Mr. Sage introduced: CONSIDERATION TO APPROVE USE AND LEASE EXTENSION FOR 1 YEAR WITH DELTA AIRLINES INC.

Mr. Henderson moved, and Mr. Kostielney seconded the motion to approve Use and Lease extension for 1 year with Delta Airlines Inc.

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

Mr. Sage introduced: CONSIDERATION TO APPROVE USE AND LEASE EXTENSION WITH AMERICAN AIRLINES.

Mr. Henderson moved, and Mr. Kostielney seconded the motion to approve Use and Lease extension with American Airlines.

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

Mr. Sage introduced: CONSIDERATION TO APPROVE GLYCOL PERMIT AND GROUND LEASE FOR UNITED GROUND EXPRESS FOR 1 YEAR.

Mr. Henderson moved, and Mr. Kostielney seconded the motion to approve Glycol Permit and Ground Lease for United Ground Express for 1 year.

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

Mr. Sage introduced: CONSIDERATION TO APPROVE GLYCOL PERMIT AND GROUND LEASE FOR DELTA AIRLINES, INC FOR 1 YEAR.

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Mr. Henderson moved, and Mr. Kostielney seconded the motion to approve Glycol Permit and ground Lease for Delta Airlines, Inc for 1 year.

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

Mr. Sage introduced: CONSIDERATION TO APPROVE PERMIT FOR 1 YEAR FOR LIMOUSINE SERVICES TO PRIVADRIVE TRANSPORTATION.

Mr. Henderson moved, and Mr. Kostielney seconded the motion to approve Permit for 1 year for Limousine Services to Privadrive Transportation.

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

Mr. Sage introduced: CONSIDERATION TO APPROVE THE TRANSFER, CONTINGENT UPON FINAL SALE OF CORPORATE WINGS FIXED BASE OPERATOR AGREEMENT AND SUB-AGREEMENTS TO SIGNATURE FLIGHT SUPPORT, LLC WITH ALL THE RIGHTS, CONDITIONS AND REQUIREMENTS AS PER THE ORIGINAL AGREEMENT DATED, JUNE 4, 2015, AND AS SUBSEQUENTLY AMENDED.

Mr. Henderson moved, and Mr. Kostielney seconded the motion to approve the transfer, contingent upon final sale of Corporate Wings Fixed Base Operator agreement and sub-agreements to Signature Flight Support, LLC with all the rights, conditions and requirements as per the original agreement dated, June 4, 2015, and as subsequently amended.

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

Mr. Sage introduced: CONSIDERATION AND ACKNOWLEDGEMENT BY THE AUTHORITY BOARD OF THE ACDBE AND DBE POLICIES.

Mr. Henderson moved, and Mr. Kostielney seconded the motion for the Authority Board to consider and acknowledge the ACDBE and DBE Policies.

Mr. Sage questioned how many policies there were. Mr. Daigle stated that there were two.

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

Mr. Sage introduced: CONSIDERATION TO APPROVE MEAD AND HUNT FOR CONSTRUCTION ADMINISTRATION SERVICES FOR NOT TO EXCEED \$1,518,116.70 FOR TBAT E PROJECT FOR 2025.

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Mr. Henderson moved, and Mr. Kostielney seconded the motion to approve Mead and Hunt for Construction Administration Services for not to exceed \$1,518,116.70 for TBAT E project for 2025.

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 August 31, 2024.

Mr. Daigle announced that, on a Sunday earlier in the month during a Notre Dame home football game weekend, there were 2,003 passengers that went through the TSA checkpoint, which was 174.9% above normal. He noted that that was the single busiest day in 2024, and the fifth busiest day since 2010.

Mr. Daigle congratulated Patrick Mac Carthaigh for being elected the Second Vice President for Aviation Indiana. He also announced that the annual state conference for 2025 would be held here locally.

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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 11:44 a.m.

ST. JOSEPH COUNTY AIRPORT AUTHORITY DISTRICT BOARD

By:

A handwritten signature in black ink, appearing to be "John M. ...", is written over a horizontal line. The signature is cursive and somewhat stylized.

Secretary

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

ST. JOSEPH COUNTY AIRPORT AUTHORITY

Monthly Financial Report - Modified Accrual

For the Period Ending August 31, 2024

Year To Date Comparison

	08/31/2023	08/31/2024			
	Actual	Actual	% of budget	Incr/(Decr)	%
Operating Activity					
Operating Revenue					
Airfield	708,089	860,617	64 %	152,528	22%
Terminal - Aviation	1,434,059	1,498,890	64%	64,831	5%
Terminal - Non-Aviation	174,026	218,890	77%	44,864	26%
Concessions	1,203,932	1,379,677	80%	175,745	15%
Parking	2,493,981	2,938,954	67%	444,973	18%
FBO	469,989	477,673	63%	7,684	2%
Building	240,976	222,437	57%	(18,539)	-8%
Other	29,000	38,000	146%	9,000	31%
Total Operating Revenue	6,754,052	7,635,138	68%	881,087	13%
Operating Expenses					
Employee Expenses	4,441,903	5,104,670	63 %	662,767	15%
Supplies	521,926	665,148	37 %	143,222	27%
Repairs	1,673,721	1,835,130	41 %	161,409	10%
Service Contracts	85,720	92,274	51 %	6,554	8%
Marketing	344,415	381,320	42 %	36,905	11%
Utilities (Gas, Water, Elec)	521,012	460,355	61 %	(60,657)	-12%
Other Services and Charges	1,699,144	1,894,792	73 %	195,648	12%
Total Operating Expenses	9,287,841	10,433,688	56 %	1,145,848	12%
Operating income (excluding depreciation)	(2,533,789)	(2,798,550)		(264,761)	

Annual Comparison

	2022	2023	2024	2024
	actual	actual	budget	projections
Operating Activity				
Operating Revenue				
Airfield	1,083,096	1,284,799	1,342,403	1,471,345
Terminal - Aviation	2,066,043	2,171,942	2,359,684	2,262,866
Terminal - Non-Aviation	238,506	265,071	283,880	331,716
Concessions	1,715,155	1,878,772	1,715,496	2,125,190
Parking	2,980,794	3,806,007	4,368,205	4,459,523
FBO	718,616	749,096	762,583	746,399
Building	411,111	402,072	389,179	358,645
Other	21,000	32,000	26,000	32,000
Total Operating Revenue	9,234,322	10,589,758	11,247,430	11,787,684
Operating Expenses				
Employee Expenses	5,952,103	6,864,732	8,065,266	7,811,672
Supplies	1,005,731	1,025,817	1,788,850	1,204,116
Repairs	2,705,414	2,910,361	4,481,985	3,044,916
Service Contracts	153,696	181,209	181,375	176,179
Marketing	543,387	573,946	905,500	614,291
Utilities (Gas, Water, Elec)	650,121	730,594	750,500	660,536
Other Services and Charges	2,557,053	2,232,840	2,595,454	2,607,356
Total Operating Expenses	13,567,505	14,519,499	18,768,930	16,119,065
Operating income (excluding depreciation)	(4,333,183)	(3,929,741)	(7,521,500)	(4,331,381)

Non-Operating Activity

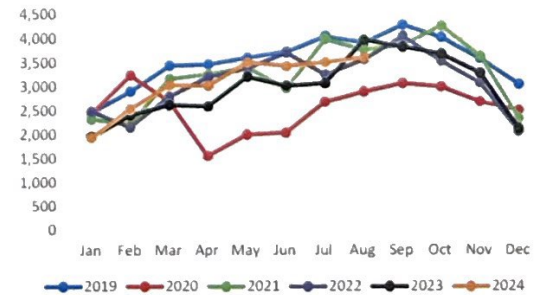
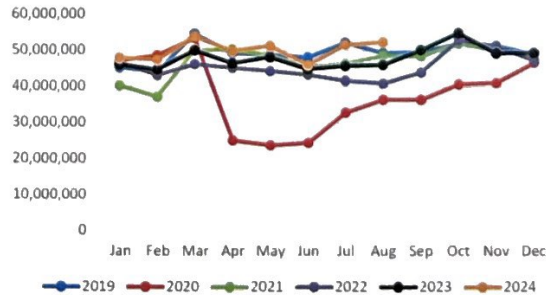
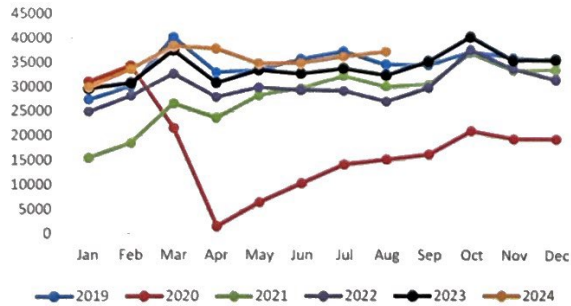
Other Revenue					
Property Taxes	1,515,964	1,634,160	46 %	118,196	N/A
Financial Institution Taxes	2,119	2,133	38 %	14	N/A
License Excise Taxes	84,209	82,219	31 %	(1,990)	N/A
Com. Vehicle Excise Taxes	9,573	9,617	36 %	44	N/A
C.O.I.T.	483,971	481,023	96 %	(2,948)	(1) %
Interest Revenue	775,860	544,349	54 %	(231,510)	(30) %
Federal Grant LEO	77,109	71,131	71 %	(5,977)	N/A
Federal Grant - ARP	0	0	N/A	0	N/A
Miscellaneous Revenue	204,214	523,042	523 %	318,828	156 %
Customer Facility Charge	508,784	569,336		60,552	12 %
Total Other Revenue	3,661,803	3,917,011	61 %	255,208	7 %
Total Income	1,128,014	1,118,461		(9,553)	
Capital Activity					
Capital Grants	8,211,994	21,296,746	0 %	13,084,751	
Capital Spending	13,524,470	27,320,855	21 %	13,796,385	
Net Activity	(4,184,462)	(4,905,649)		(721,187)	

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	805,208
Federal Grant LEO	107,588	116,898	100,000	20,000
Federal Grant - ARP	4,994,943	-	-	-
Miscellaneous Revenue	324,491	251,914	100,000	100,000
Customer Facility Charge	721,756	841,662	800,000	897,917
Total Other Revenue	9,662,989	5,846,445	6,380,475	6,203,600
Total Income	5,329,806	1,916,704	(1,141,025)	1,872,219
Capital Activity				
Capital Grants	17,105,367	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	723,075	(10,919,910)	(9,195,625)	(6,182,381)

2024 COMPOSITE STATISTIC CHART



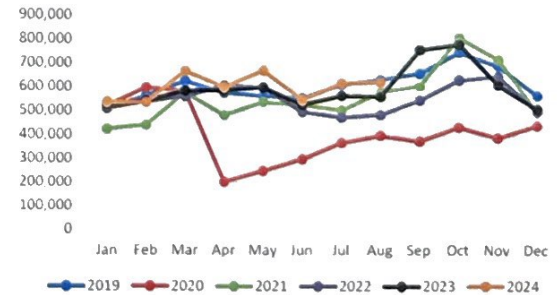
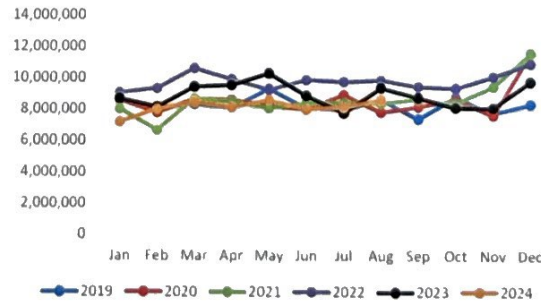
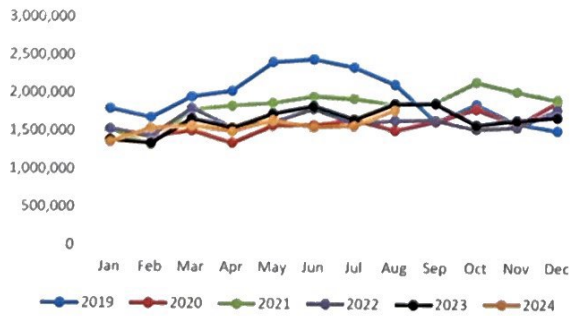
	Airline Enplanements					Aircraft Landed Weight					Aircraft Operations				
	For Ref.					For Ref.					For Ref.				
	2022	2023	2024	Diff.	%	2022	2023	2024	Diff.	%	2022	2023	2024	Diff.	%
Jan	24,966	29,703	29,982	279	0.9%	46,692,655	46,125,804	47,779,476	1,653,672	3.6%	2,481	1,960	1,934	(26)	-1.3%
Feb	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	2,914,448	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	36,434	2,267	6.6%	41,682,314	45,847,394	51,511,367	5,663,973	12.4%	3,253	3,077	3,505	428	13.9%
Aug	27,319	32,757	37,510	4,753	14.5%	40,928,975	46,168,576	52,145,652	5,663,973	12.3%	3,560	3,977	3,596	(381)	-9.6%
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	230,581	263,095	284,249	21,154	8.0%	351,076,271	372,716,790	399,123,303	26,093,410	7.0%	24,532	22,899	24,541	1,642	7.2%



2024 COMPOSITE STATISTIC CHART



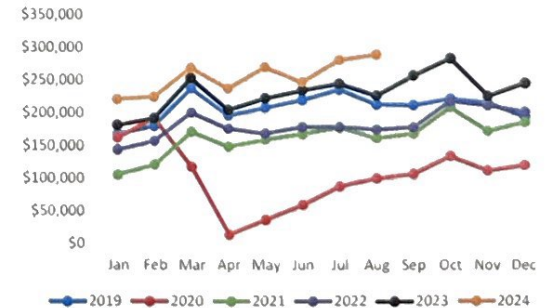
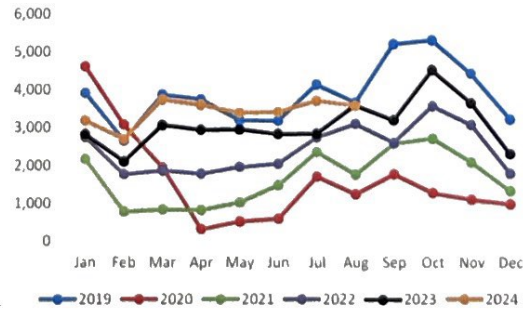
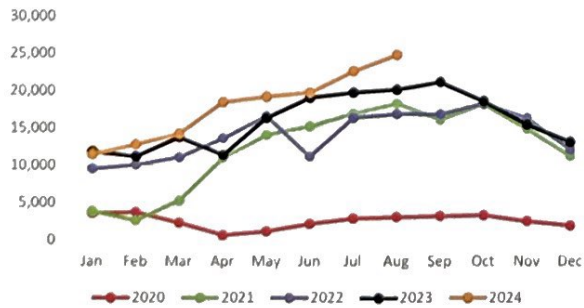
	Air Cargo - Pounds Enplaned & Deplaned					Total Gross Landed Weight - Cargo					Aviation Fuel Flowage - Gallons				
	For Ref. 2022	2023	2024	Diff.	%	For Ref. 2022	2023	2024	Diff.	%	For Ref. 2022	2023	2024	Diff.	%
Jan	1,534,927	1,388,489	1,359,896	(28,593)	-2.1%	9,039,600	8,703,435	7,181,500	(1,521,935)	-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	1,578,833	(89,216)	-5.3%	9,774,060	7,802,100	8,176,500	374,400	4.8%	476,485	569,538	620,106	50,568	8.9%
Aug	1,652,943	1,872,550	1,785,554	(86,996)	-4.6%	9,870,680	9,424,900	8,619,500	(805,400)	-8.5%	487,086	565,380	623,831	58,451	10.3%
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	13,025,864	13,087,700	12,549,011	(538,689)	-4.1%	77,580,600	72,292,641	65,070,800	(7,221,841)	-10.0%	6,624,992	4,520,516	4,810,376	289,860	6.4%



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	22,449	2,841	14.5%	2,744	2,840	3,720	880	31.0%	\$181,054	\$247,765	\$284,760	\$36,995	14.9%
Aug	18,076	16,689	19,927	24,583	4,656	23.4%	3,110	3,590	3,587	(3)	-0.1%	\$177,556	\$230,033	\$293,288	\$63,255	27.5%
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	36,932				\$2,216,693	\$2,804,537			
YTD	86,544	105,012	123,014	142,668	19,654	16.0%	18,012	23,174	27,345	4,171	18.0%	\$1,392,573	\$1,775,710	\$2,059,342	\$283,632	16.0%



2024 COMPOSITE STATISTIC CHART



	Republic Parking - Gross Sales					South Shore Passengers					International Flights - GAF				
	For Ref.					For Ref.					For Ref.				
	2022	2023	2024	Diff.	%	2022	2023	2024	Diff.	%	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	\$367,920	\$45,726	14.2%	18,102	13,964	22,167	8,203	58.7%	11	7	9	2	28.6%
Aug	\$258,883	\$326,556	\$408,804	\$82,248	25.2%	14,814	12,291	19,657	7,366	59.9%	16	7	5	(2)	-28.6%
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	\$2,412,585	\$3,007,486	\$3,509,494	\$502,008	16.69%	109,270	95,517	119,319	23,802	24.9%	86	80	54	(26)	-32.5%

