



Monthly Financial Report

For the month ended September 30, 2023

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FINANCE REPORT - CASH POSITION

SEPTEMBER 2023

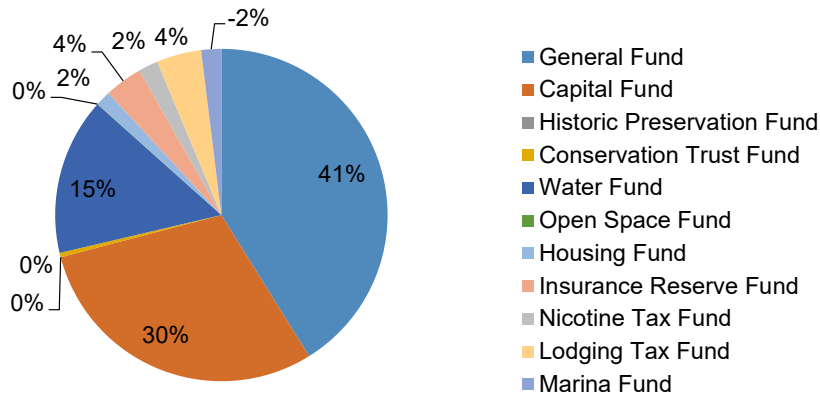
The cash position report shows the ending balance of each of the Town's 11 financial funds after recording the month's revenue and expenditure transactions. The majority of the Town's fund balance is held within the Capital Fund.

Additionally, the report lists the institutions/investments in which the cash balance is held.

LEDGER BALANCES:

General Fund	\$ 14,410,327.09
Capital Fund	\$ 10,423,386.10
Historic Preservation Fund	\$ 1,061.67
Conservation Trust Fund	\$ 149,243.84
Water Fund	\$ 5,349,164.05
Open Space Fund	\$ 12,991.50
Housing Fund	\$ 513,499.91
Insurance Reserve Fund	\$ 1,285,299.11
Nicotine Tax Fund	\$ 668,388.12
Lodging Tax Fund	\$ 1,526,254.90
Marina Fund	\$ (684,033.58)
TOTAL	\$ 33,655,582.71

Cash Percentage of Total Ledger



ALLOCATION OF FUNDS:

First Bank - Operating Account Bank Balance	\$ 1,644,471.58
First Bank - Payroll Account Bank Balance	\$ (63,358.25)
First Bank - Accounts Payable Bank Balance	\$ (95,554.25)
DIT Cash Clearing Account	\$ -
Colostrust Plus	\$ 14,570,100.73
CSAFE	\$ 1,842,167.83
CSIP	\$ 4,868,629.64
Solera National Bank Savings	\$ 1,407,854.30
Alpine Bank CD	\$ 242,411.43
FirstBank CD	\$ 283,932.73
Wells Fargo CD	\$ 2,538.54
Flatirons Bank CD	\$ 240,000.00
Western States Bank CD	\$ 257,201.76
LPL Financial	\$ 4,818,557.78
McCook National Bank CD	\$ 250,000.00
Mountain View Bank of Commerce CD	\$ 240,000.00
Mutual Securities	\$ 1,398,447.67
ProEquities	\$ 1,748,181.22
TOTAL	\$ 33,655,582.71

TREASURER'S REPORT FUND SUMMARIES - SEPTEMBER 2023

The Treasurer's report shows the revenue and expenditure/expense activity within each fund for the month. Additionally, it reports how this activity compares to the Town's YTD budget. The YTD budget is designed to take into account the seasonality of the Town's revenues that peak in the winter months; expenditures often peak with the summer construction season. The 2023 YTD Budget is based upon the distribution of 2021 actual revenue and expenditure/expense activity.

Department	2023 YTD Budget	Year to Date	% of Budget
General Fund			
Revenues	\$12,760,894	\$13,564,676	106.3%
Expenditures	\$14,435,812	\$12,316,406	85.3%
Revenue: Overall in line with budget. Building permits well above budget.			
Expenses: In line with budget. Special Events well under budget (no BBQ).			
Capital Fund			
Revenues	\$1,046,929	\$1,956,131	186.8%
Expenditures	\$11,747,055	\$6,616,305	56.3%
Revenue: REIF & interest coming in higher than budgeted.			
Expenses: Playground, Summit Blvd, & asphalt overlay higher than budgeted. Capital project timing has most projects under budget.			
Historic Preservation Fund			
Revenues	\$1	\$32	3157.0%
Expenditures	\$0	\$0	0.0%
Revenue: Interest coming in higher than budgeted.			
Conservation Trust Fund			
Revenues	\$27,008	\$32,572	120.6%
Expenditures	\$0	\$3,003	N/A
Revenue: Interest coming in higher than budgeted.			
Water Fund			
Revenues	\$1,731,383	\$1,936,615	111.9%
Expenditures	\$3,382,259	\$898,449	26.6%
Revenue: Plant investment fees & interest coming in higher than budgeted.			
Expenses: Timing of Capital improvements & system repairs lower than budgeted YTD.			
Open Space Fund			
Revenues	\$13	\$386	2970.5%
Expenditures	\$0	\$0	0.0%
Revenue: Interest coming in higher than budgeted.			
Housing Fund			
Revenues	\$10,154,383	\$9,541,795	94.0%
Expenditures	\$9,635,147	\$7,846,361	81.4%
Revenue: interest exceeding budget, partnership contributions lower than budgeted.			
Expenses: Housing Helps over Budget. Capital project timing has projects under budget YTD.			
Insurance Reserve Fund			
Revenues	\$1,777,913	\$2,078,125	116.9%
Expenditures	\$1,157,544	\$1,006,372	86.9%
Revenue: Interest coming in higher than budgeted.			
Expenses: Medical claims lower than budgeted YTD.			
Nicotine Tax Fund			
Revenues	\$379,582	\$436,383	115.0%
Expenditures	\$626,279	\$598,704	95.6%
Revenue: Interest coming in higher than budgeted.			
Expenses: In line with budget.			
Lodging Tax Fund			
Revenues	\$546,506	\$756,161	138.4%
Expenditures	\$490,008	\$477,752	97.5%
Revenue: Lodging tax & interest coming in higher than budgeted YTD.			
Expenses: In Line with budget. Special projects higher than budgeted YTD.			
Marina Fund			
Revenues	\$2,197,360	\$2,104,003	95.8%
Expenditures	\$2,109,118	\$2,645,026	125.4%
Revenue: In line with budget.			
Expenses: Part time salaries over budget. Capital improvement projects higher than budgeted.			
75% OF THE FISCAL YEAR HAS ELAPSED			

TAX REVENUE SUMMARY

August 2023

Sales Tax

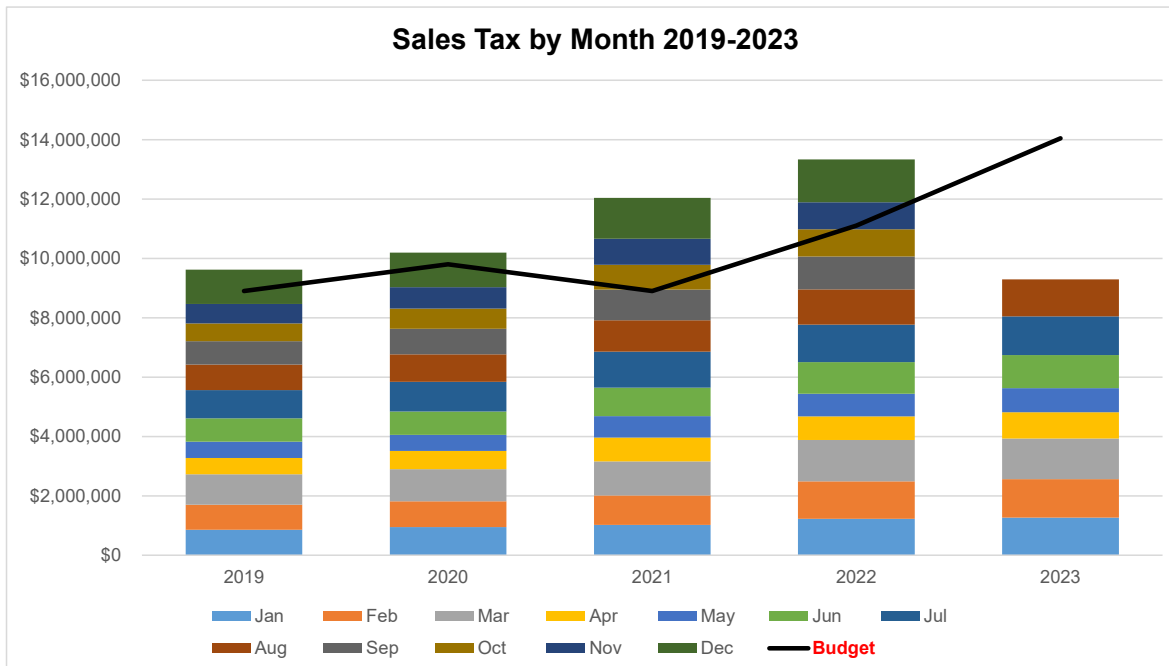
The general sales tax rate includes 2% Town of Frisco Sales tax and 2% County Sales Tax distributed to the Town.

Year to date through August is up 3.7% or \$330,318 compared to YTD 2022. The actual year to date dollar amount is \$9,288,643 compared to \$8,958,325 YTD 2022.

YTD 2023 actuals are 1.5% under YTD 2023 budget.

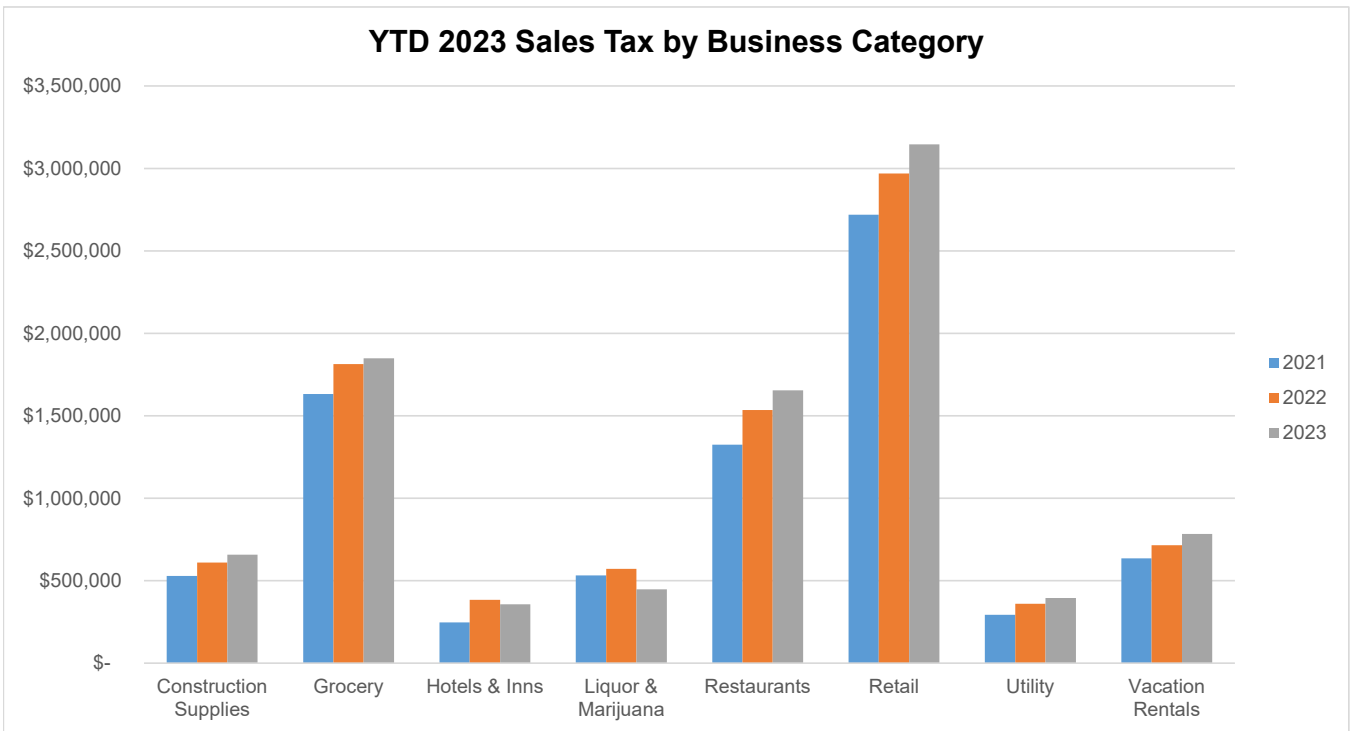
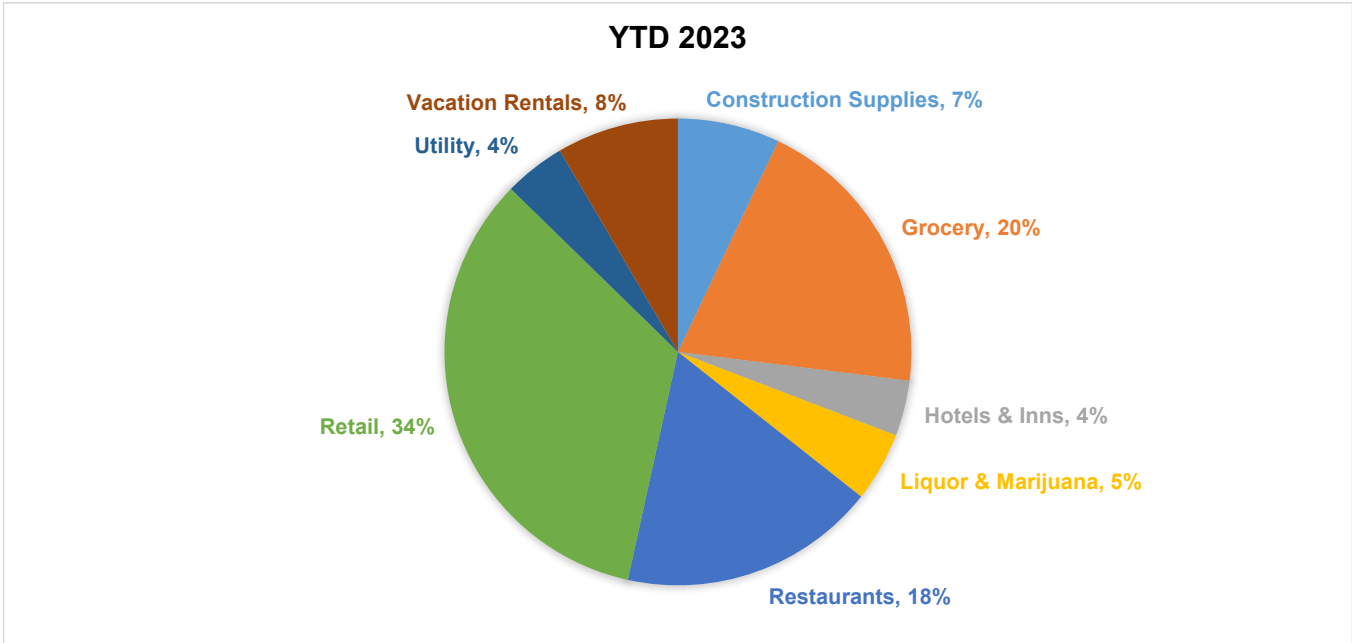
For the month of August 2023, sales tax are up 4.3% or \$50,886 compared to August 2022.

Town of Frisco - Sales Tax Year to Date through: August							
Month	2021	2022	2023	Over / (Under)		YTD Cumulative Budget \$	Over / (Under) YTD Cumulative Budget to Actual %
				Change from PY			
				\$	%		
January	\$1,023,837	\$1,223,325	\$1,266,692	\$43,367	3.5%	\$1,288,301	98.3%
February	\$990,933	\$1,265,655	\$1,292,357	\$26,702	2.1%	\$2,621,181	97.6%
March	\$1,144,809	\$1,394,806	\$1,374,809	(\$19,997)	-1.4%	\$4,090,071	96.2%
April	\$806,026	\$796,930	\$878,926	\$81,995	10.3%	\$4,929,330	97.6%
May	\$720,929	\$762,736	\$818,173	\$55,436	7.3%	\$5,732,579	98.2%
June	\$961,226	\$1,062,297	\$1,110,803	\$48,506	4.6%	\$6,851,300	98.4%
July	\$1,208,261	\$1,264,557	\$1,307,979	\$43,422	3.4%	\$8,183,023	98.4%
August	\$1,056,646	\$1,188,019	\$1,238,905	\$50,886	4.3%	\$9,434,143	98.5%
September	\$1,035,465	\$1,105,670					
October	\$833,744	\$915,474					
November	\$880,890	\$913,364					
December	\$1,371,707	\$1,442,848					
Total YTD Cumulative	\$7,912,667	\$8,958,325	\$9,288,643	\$330,318	3.7%	\$9,434,143	98.5%
Total Annual	\$12,034,472	\$13,335,681	\$9,288,643	n/a	n/a	\$14,044,000	n/a



Sales Tax by Business Category

August 2023 had six out of our eight categories showing growth compared to the same month last year. Hotels & Inns showing the biggest gains in terms of percentage growth, and Retail showing the biggest gains in terms of dollars in August 2023 compared to August 2022. Liquor & Marijuana continues to show the biggest decline in terms of percentage, and Groceries shows the biggest decline in terms of dollars in August 2023 compared to August 2022.



Construction Supplies							
Month	2021	2022	2023	Over / (Under)		Over / (Under)	
				Change from PY		YTD Change from PY	
				\$	%	\$	%
January	\$45,173	\$32,523	\$53,577	\$21,054	64.7%	\$21,054	64.7%
February	\$44,204	\$59,670	\$55,006	(\$4,665)	-7.8%	\$16,389	17.8%
March	\$46,842	\$56,962	\$82,036	\$25,074	44.0%	\$41,463	27.8%
April	\$60,485	\$55,604	\$62,812	\$7,208	13.0%	\$48,671	23.8%
May	\$74,993	\$92,140	\$96,642	\$4,502	4.9%	\$53,173	17.9%
June	\$91,514	\$123,108	\$108,256	(\$14,852)	-12.1%	\$38,321	9.1%
July	\$81,975	\$93,554	\$92,474	(\$1,080)	-1.2%	\$37,241	7.3%
August	\$84,449	\$95,928	\$106,592	\$10,664	11.1%	\$47,905	7.9%
September	\$84,987	\$111,569					
October	\$85,951	\$76,052					
November	\$70,492	\$58,692					
December	\$79,959	\$71,243					
Total YTD							
Cumulative	\$529,634	\$609,490	\$657,395	\$47,905	7.9%	\$47,905	7.9%
Total Annual	\$851,024	\$927,046	\$657,395	n/a	n/a	n/a	n/a

Grocery							
Month	2021	2022	2023	Over / (Under)		Over / (Under)	
				Change from PY		YTD Change from PY	
				\$	%	\$	%
January	\$224,345	\$244,403	\$249,268	\$4,865	2.0%	\$4,865	2.0%
February	\$223,758	\$257,313	\$257,010	(\$303)	-0.1%	\$4,562	0.9%
March	\$240,180	\$269,976	\$297,691	\$27,715	10.3%	\$32,277	4.2%
April	\$166,471	\$174,977	\$175,008	\$31	0.02%	\$32,308	3.4%
May	\$139,929	\$145,626	\$167,000	\$21,374	14.7%	\$53,682	4.9%
June	\$181,200	\$192,017	\$209,358	\$17,341	9.0%	\$71,023	5.5%
July	\$235,526	\$252,187	\$238,784	(\$13,402)	-5.3%	\$57,620	3.8%
August	\$220,143	\$277,733	\$254,320	(\$23,414)	-8.4%	\$34,207	1.9%
September	\$238,122	\$228,832					
October	\$147,708	\$159,595					
November	\$184,990	\$191,577					
December	\$267,231	\$277,443					
Total YTD							
Cumulative	\$1,631,552	\$1,814,232	\$1,848,439	\$34,207	1.9%	\$34,207	1.9%
Total Annual	\$2,469,602	\$2,671,679	\$1,848,439	n/a	n/a	n/a	n/a

Hotels & Inns							
Month	2021	2022	2023	Over / (Under)		Over / (Under)	
				Change from PY		YTD Change from PY	
				\$	%	\$	%
January	\$28,675	\$62,508	\$49,830	(\$12,678)	-20.3%	(\$12,678)	-20.3%
February	\$39,902	\$84,174	\$65,233	(\$18,941)	-22.5%	(\$31,619)	-21.6%
March	\$48,890	\$91,560	\$58,561	(\$32,999)	-36.0%	(\$64,617)	-27.1%
April	\$14,473	\$21,515	\$19,760	(\$1,754)	-8.2%	(\$66,372)	-25.6%
May	\$11,147	\$15,910	\$20,903	\$4,993	31.4%	(\$61,378)	-22.3%
June	\$24,321	\$28,939	\$33,844	\$4,905	16.9%	(\$56,473)	-18.5%
July	\$45,169	\$42,070	\$59,213	\$17,142	40.7%	(\$39,331)	-11.3%
August	\$34,813	\$37,721	\$49,316	\$11,595	30.74%	(\$27,736)	-7.2%
September	\$30,427	\$34,051					
October	\$16,247	\$21,834					
November	\$15,848	\$12,369					
December	\$47,386	\$51,375					
Total YTD							
Cumulative	\$247,390	\$384,396	\$356,660	(\$27,736)	-7.2%	(\$27,736)	-7.2%
Total Annual	\$357,297	\$504,024	\$356,660	n/a	n/a	n/a	n/a

Liquor & Marijuana							
Month	2021	2022	2023	Over / (Under)		Over / (Under)	
				Change from PY		YTD Change from PY	
				\$	%	\$	%
January	\$81,992	\$100,698	\$73,736	(\$26,962)	-26.8%	(\$26,962)	-26.8%
February	\$82,447	\$109,272	\$79,380	(\$29,893)	-27.4%	(\$56,855)	-27.1%
March	\$84,872	\$101,018	\$71,913	(\$29,105)	-28.8%	(\$85,960)	-27.6%
April	\$51,955	\$46,727	\$39,165	(\$7,562)	-16.2%	(\$93,522)	-26.1%
May	\$43,440	\$32,045	\$30,749	(\$1,297)	-4.0%	(\$94,819)	-24.3%
June	\$54,872	\$50,384	\$42,665	(\$7,719)	-15.3%	(\$102,537)	-23.3%
July	\$71,962	\$67,015	\$58,889	(\$8,126)	-12.1%	(\$110,663)	-21.8%
August	\$61,082	\$64,477	\$51,715	(\$12,763)	-19.8%	(\$123,426)	-21.6%
September	\$50,730	\$52,843					
October	\$45,144	\$42,715					
November	\$50,378	\$44,689					
December	\$84,670	\$79,199					
Total YTD							
Cumulative	\$532,623	\$571,636	\$448,211	(\$123,426)	-21.6%	(\$123,426)	-21.6%
Total Annual	\$763,543	\$791,083	\$448,211	n/a	n/a	n/a	n/a

Restaurants							
Month	2021	2022	2023	Over / (Under)		Over / (Under)	
				Change from PY		YTD Change from PY	
				\$	%	\$	%
January	\$147,088	\$202,453	\$224,554	\$22,101	10.9%	\$22,101	10.9%
February	\$145,582	\$208,345	\$222,951	\$14,607	7.0%	\$36,708	8.9%
March	\$177,804	\$242,359	\$234,696	(\$7,663)	-3.2%	\$29,045	4.4%
April	\$121,170	\$121,868	\$154,561	\$32,693	26.8%	\$61,737	8.0%
May	\$121,090	\$119,619	\$123,232	\$3,613	3.0%	\$65,350	7.3%
June	\$179,417	\$171,429	\$187,344	\$15,916	9.3%	\$81,266	7.6%
July	\$237,921	\$252,659	\$267,098	\$14,438	5.7%	\$95,704	7.3%
August	\$194,041	\$216,088	\$239,316	\$23,229	10.7%	\$118,933	7.7%
September	\$169,316	\$189,920					
October	\$120,833	\$154,494					
November	\$113,117	\$120,054					
December	\$178,143	\$201,480					
Total YTD							
Cumulative	\$1,324,113	\$1,534,820	\$1,653,753	\$118,933	7.7%	\$118,933	7.7%
Total Annual	\$1,905,523	\$2,200,768	\$1,653,753	n/a	n/a	n/a	n/a

Retail							
Month	2021	2022	2023	Over / (Under)		Over / (Under)	
				Change from PY		YTD Change from PY	
				\$	%	\$	%
January	\$360,321	\$383,487	\$398,692	\$15,205	4.0%	\$15,205	4.0%
February	\$315,106	\$344,941	\$394,178	\$49,237	14.3%	\$64,442	8.8%
March	\$375,152	\$418,151	\$415,404	(\$2,747)	-0.7%	\$61,696	5.4%
April	\$265,913	\$286,726	\$320,157	\$33,431	11.7%	\$95,127	6.6%
May	\$263,500	\$295,296	\$311,799	\$16,503	5.6%	\$111,629	6.5%
June	\$376,492	\$394,969	\$406,275	\$11,306	2.9%	\$122,936	5.8%
July	\$406,336	\$445,633	\$465,928	\$20,295	4.6%	\$143,231	5.6%
August	\$357,127	\$399,665	\$432,872	\$33,207	8.3%	\$176,437	5.9%
September	\$360,037	\$397,199					
October	\$341,143	\$383,012					
November	\$349,215	\$388,315					
December	\$501,581	\$545,121					
Total YTD							
Cumulative	\$2,719,948	\$2,968,868	\$3,145,305	\$176,437	5.9%	\$176,437	5.9%
Total Annual	\$4,271,924	\$4,682,516	\$3,145,305	n/a	n/a	n/a	n/a

Utility							
Month	2021	2022	2023	Over / (Under)		Over / (Under)	
				Change from PY		YTD Change from PY	
				\$	%	\$	%
January	\$44,445	\$55,533	\$71,630	\$16,096	29.0%	\$16,096	29.0%
February	\$38,341	\$53,781	\$65,353	\$11,572	21.5%	\$27,669	25.3%
March	\$55,179	\$59,214	\$61,127	\$1,913	3.2%	\$29,582	17.6%
April	\$33,692	\$48,643	\$51,589	\$2,945	6.1%	\$32,527	15.0%
May	\$29,359	\$41,018	\$40,520	(\$498)	-1.2%	\$32,029	12.4%
June	\$40,012	\$35,089	\$35,277	\$188	0.5%	\$32,217	11.0%
July	\$27,207	\$33,684	\$35,147	\$1,463	4.3%	\$33,680	10.3%
August	\$24,310	\$32,450	\$34,189	\$1,739	5.4%	\$35,419	9.9%
September	\$37,601	\$36,440					
October	\$31,150	\$36,601					
November	\$35,937	\$41,875					
December	\$48,717	\$71,253					
Total YTD							
Cumulative	\$292,544	\$359,412	\$394,831	\$35,419	9.9%	\$35,419	9.9%
Total Annual	\$445,949	\$545,581	\$394,831	n/a	n/a	n/a	n/a

Vacation Rentals							
Month	2021	2022	2023	Over / (Under)		Over / (Under)	
				Change from PY		YTD Change from PY	
				\$	%	\$	%
January	\$91,800	\$141,720	\$145,405	\$3,685	2.6%	\$3,685	2.6%
February	\$101,593	\$148,158	\$153,246	\$5,088	3.4%	\$8,773	3.0%
March	\$115,891	\$155,566	\$153,381	(\$2,185)	-1.4%	\$6,588	1.5%
April	\$43,527	\$40,870	\$55,873	\$15,003	36.7%	\$21,591	4.4%
May	\$37,471	\$21,081	\$27,328	\$6,247	29.6%	\$27,838	5.5%
June	\$61,736	\$66,364	\$87,784	\$21,420	32.3%	\$49,258	8.6%
July	\$102,166	\$77,756	\$90,448	\$12,692	16.3%	\$61,950	9.5%
August	\$80,681	\$63,956	\$70,585	\$6,628	10.4%	\$68,579	9.6%
September	\$64,245	\$54,816					
October	\$45,569	\$41,172					
November	\$60,914	\$55,793					
December	\$164,020	\$145,735					
Total YTD							
Cumulative	\$634,864	\$715,470	\$784,049	\$68,579	9.6%	\$68,579	9.6%
Total Annual	\$969,613	\$1,012,985	\$784,049	n/a	n/a	n/a	n/a

Bag fees

The disposable bag fee program began January 1, 2020.



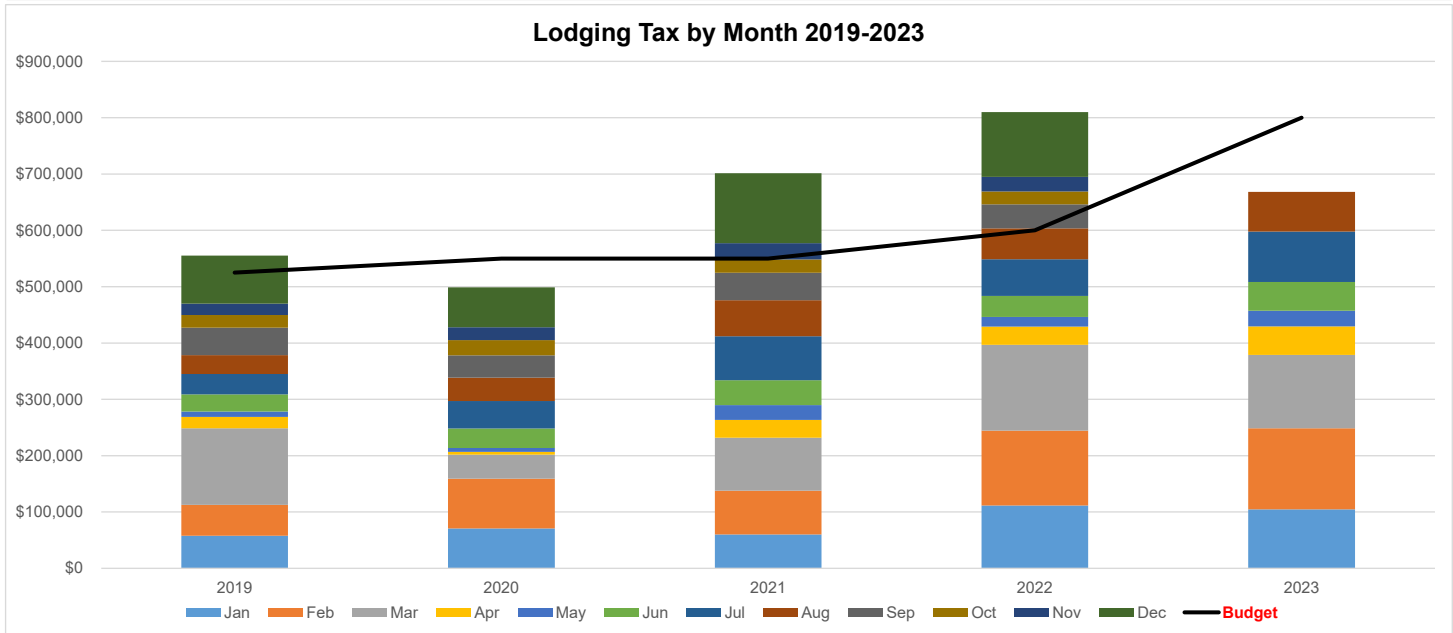
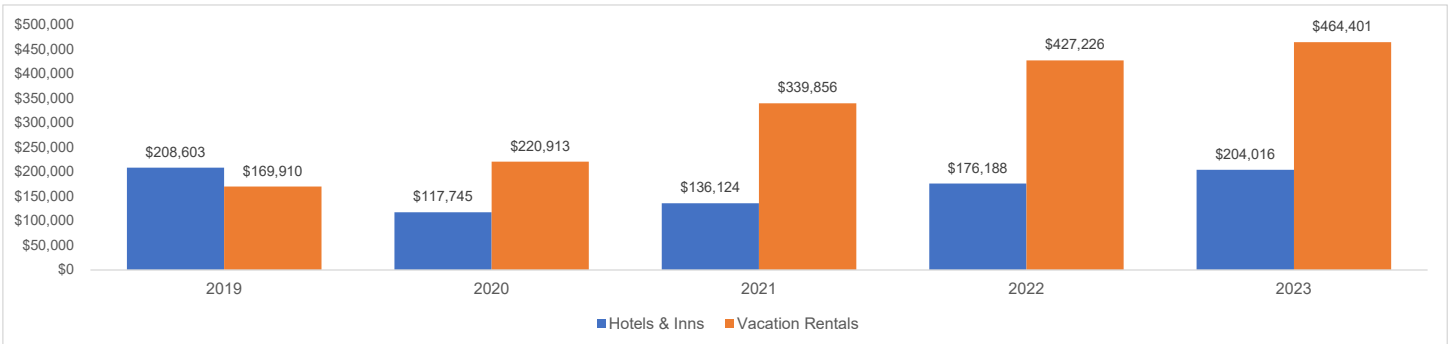
Note: bag fee program reporting is quarterly.

Lodging Tax

The Lodging category (Hotels & Inns / Vacation Rentals) includes an additional 2.35% lodging tax.

Year to Date through August is up 10.8% or \$65,002 compared to YTD 2022.
 August 2023 is up for Vacation Rentals 24.7% or \$8,534, and Hotels & Inns are also up 36.9% or \$7,398 compared to August 2022. The actual lodging tax for August 2023 is \$70,555 compared to \$54,622 to August 2022.

Town of Frisco - Lodging tax												
Year to Date through:												
August												
Month	2021		2022		2023		Hotels & Inns Over / (Under)		Vacation Rentals Over / (Under)		YTD Cumulative Budget	Over / (Under) YTD Cumulative Budget to Actual
	Hotels & Inns	Vacation Rentals	Hotels & Inns	Vacation Rentals	Hotels & Inns	Vacation Rentals	Change from PY		Change from PY			
							\$	%	\$	%		
January	\$16,695	\$43,574	\$26,601	\$84,879	\$28,985	\$75,771	\$2,384	9.0%	(\$9,108)	-10.7%	\$110,109	95.1%
February	\$18,803	\$58,722	\$40,016	\$93,000	\$35,447	\$108,414	(\$4,569)	-11.4%	\$15,414	16.6%	\$241,489	103.0%
March	\$28,008	\$66,210	\$35,508	\$116,693	\$34,253	\$96,026	(\$1,255)	-3.5%	(\$20,667)	-17.7%	\$391,818	96.7%
April	\$7,298	\$24,075	\$10,783	\$21,715	\$13,995	\$36,652	\$3,212	29.8%	\$14,936	68.8%	\$423,916	101.3%
May	\$5,912	\$20,678	\$8,625	\$8,393	\$11,251	\$16,621	\$2,626	30.5%	\$8,228	98.0%	\$440,725	103.8%
June	\$13,461	\$30,337	\$14,921	\$22,465	\$18,558	\$32,477	\$3,637	24.4%	\$10,013	44.6%	\$477,650	106.4%
July	\$26,011	\$52,384	\$19,709	\$45,485	\$34,102	\$55,309	\$14,393	73.0%	\$9,824	21.6%	\$542,042	110.3%
August	\$19,936	\$43,875	\$20,026	\$34,596	\$27,424	\$43,131	\$7,398	36.9%	\$8,534	24.7%	\$595,993	112.2%
September	\$18,264	\$30,641	\$20,171	\$22,792								
October	\$10,380	\$13,263	\$12,915	\$9,815								
November	\$9,159	\$19,514	\$6,429	\$19,250								
December	\$29,595	\$94,717	\$29,715	\$85,461								
Total YTD Cumulative	\$136,124	\$339,856	\$176,188	\$427,226	\$204,016	\$464,401	\$27,828	15.8%	\$37,175	8.7%	\$595,993	112.2%
Total Annual	\$203,523	\$497,991	\$245,418	\$564,544	\$204,016	\$464,401	n/a	n/a	n/a	n/a	\$800,000	n/a



Short Term Rental (STR) Excise Tax

A 5% STR Excise Tax was imposed on the purchase price paid or charged for the use of a short term rental property. This started on June 1, 2022.

Town of Frisco - STR Excise Tax									
Year to Date through:									
August									
Month	2022	2023	2023 Monthly Budget		Over / (Under)		YTD Cumulative Actuals	YTD Cumulative Budget	Over / (Under)
					2023 Monthly Budget to Actual				YTD Cumulative
			\$	%	\$	%	\$	\$	%
January		\$155,876	\$165,163	13.8%	(\$9,287)	-5.6%	\$155,876	\$165,163	94.4%
February		\$228,478	\$197,070	16.4%	\$31,408	15.9%	\$384,353	\$362,233	106.1%
March		\$202,234	\$225,494	18.8%	(\$23,259)	-10.3%	\$586,588	\$587,727	99.8%
April		\$77,939	\$48,148	4.0%	\$29,792	61.9%	\$664,527	\$635,874	104.5%
May		\$33,066	\$25,213	2.1%	\$7,853	31.1%	\$697,594	\$661,087	105.5%
June	\$43,806	\$69,012	\$55,388	4.6%	\$13,624	24.6%	\$766,606	\$716,476	107.0%
July	\$94,733	\$117,536	\$96,588	8.0%	\$20,948	21.7%	\$884,142	\$813,064	108.7%
August	\$69,193	\$91,579	\$80,926	6.7%	\$10,654	13.2%	\$975,721	\$893,989	109.1%
September	\$43,863								
October	\$20,734								
November	\$34,264								
December	\$176,537								
Total YTD Cumulative	\$207,732	\$975,721	\$ 893,989	74.5%	\$ 81,732	9.1%	\$975,721	\$ 893,989	109.1%
Total Annual	\$483,131	\$975,721	\$1,200,000	n/a	n/a	n/a	n/a	\$1,200,000	n/a

\$5 Paper Filing Fees

An initial \$5 paper filing fee is imposed per paper filing for a tax or fee remittance form effective January 2023.

August 2023 shows 96% online tax filers. August 2023 also shows a 19% increase on online tax filers compared to August 2022.

*Paper filing fees may experience fluctuations in months of Quarterly & Annual returns: March, June, September & December.

Town of Frisco - \$5 Paper filing fee							
Year to Date through:							
August							
Month	2022			2023			\$
	# Returns Filed	# Online Filers	% Online filers	# Returns Filed	# Online Filers	% Online filers	
January	625	470	75%	806	751	93%	\$215
February	674	528	78%	758	729	96%	\$105
March	1013	785	77%	1172	1,115	95%	\$261
April	629	472	75%	798	771	97%	\$65
May	637	476	75%	743	725	98%	\$75
June	1075	844	79%	1211	1,173	97%	\$45
July	689	535	78%	830	813	98%	\$50
August	712	546	77%	849	811	96%	\$180
September	1108	906	82%				
October	733	627	86%				
November	688	606	88%				
December	1456	1236	85%				
Total YTD Cumulative	6,054	4,656	77%	7,167	6,888	96%	\$996
Total Annual	10,039	8,031	80%	n/a	n/a	n/a	n/a

