

**Crestview Mutual Water Company
Board Meeting Materials
December 19, 2023**

Minutes of the Special Meeting
of the Board of Directors of
Crestview Mutual Water Company
November 14, 2023

1. Convened Public Meeting

The meeting was called to order by President Frank Mezzatesta on Tuesday, November 14, 2023, at 5:37 p.m. for an in-person meeting at the Hampton Inn, 50 W. Daily Drive, Camarillo, CA 93010.

Attendance and Quorum

Directors Present: Frank Mezzatesta – President
Alma Quezada – Vice President
Laurie Bennett – Treasurer
Steven Muro – Secretary
Dave Stephenson – Director

Directors Absent: None

Staff/Counsel Present: Durrell McAdoo – Interim General Manager
Ann DeMartini – Business Consultant
Lauri Marino – Office Manager

2. Shareholder’s Public Forum

Roger Chittum stated that he had e-mailed a list of questions regarding the draft budget to the office. Mr. Chittum’s questions will be addressed during the discussion pertaining to the budget later in the meeting.

Christine Cohen asked if funds are allocated to any given expense item, will the money be spent regardless of need. Brief discussion ensued; funds are not spent unless there is an actual necessity.

3. Draft Fiscal Year 2024 Annual Budget

The fiscal year 2024 was presented. Each line item and category were discussed. Business Consultant Ann DeMartini stated that conservative water sales are forecasted for FY024 due to weather. Water sales will be forecasted at 600 acre-feet. Crestview is allocated to pump 717 acre-feet of water by the Fox Canyon GMA. An increase from Southern California Edison will cause pumping expenses to increase by approximately 4%. Purification expense will increase by 3%. An additional \$2,000 was added to seminars and training for Crestview’s continuing education expense. An additional \$5,000 was added for the legal expenses pertaining to the annual meeting and election. General counsel expense was set at \$65,000 for the year. Further discussion ensued regarding capital reserves. The excess of revenues over expenses was set at \$450,000 less non-cash expenses at \$265,557. The capital expense for generators was removed; Staff will submit a written report for later consideration. After these

expenses are integrated, water sales will be recalculated. The draft budget will be discussed again at the November 28, 2023 regular board meeting.

4. Water Rates

Director Frank Mezzatesta stated that water rates should be examined separate from the budget process. Discussion ensued; the need for emergency funds and capital reserves was noted. Due to forecasted inclement weather at the beginning of the fiscal year, now may not be the best time to spend money on capital infrastructure. It was noted that capital reserves need to be funded for Well #7 and possibly eliminate the need for a loan. Further discussion ensued about securing a loaned generator in case of an emergency. Crestview's historic water pumping in prior years was discussed; currently, 717 acre-feet can be pumped, with a final roll-over of 130 acre-feet. Crestview's water rates were compared to other local water districts; considerable discussion ensued. It was determined that water rates must be equitable and appropriate. Ann DeMartini will look into consultants to complete a water rate analysis on Crestview's behalf. Further discussion ensued. On a motion made by Director Alma Quezada and seconded by Director Laurie Bennett, the Board unanimously approved the following:

Resolved, that Crestview Mutual Water Company will form an ad hoc committee to obtain three competitive bids from water rate consultants, and select one consultant to conduct a water rate analysis and present a full report to the Board.

5. Adjournment

On a motion made by Director Steven Muro, seconded by Director Alma Quezada, and approved unanimously, the regular meeting was adjourned at 7:41 p.m.

Call to Order – Executive Session at 7:55 p.m.

1. Executive Closed Session

The Board in Executive Closed Session discussed the following matters:

- Personnel Matters – A motion was made and unanimously approved to grant merit pay raises to Office Manager Lauri Marino and Water Treatment Operator Timothy Lewsadder.
- Well #7 Site Selection – A motion was made and unanimously approved to contract an engineering study for the site of Well #7.
- Third-Party Contracts – No decisions were made; nothing to report.

2. Adjournment of Executive Session

On a motion made by Director Laurie Bennett, seconded by Director Alma Quezada, and approved unanimously, the Executive Session was adjourned at 9:46 p.m.

Shareholders in Attendance:

Chittum, Roger
Cohen, Christine
Derr, Michael
Ono, Christopher
Rolls, Mike

Submitted by,

Lauri Marino – Office Manager

Approved by,

Steven Muro – Secretary

Frank Mezzatesta – President

Minutes of the Meeting
of the Board of Directors of
Crestview Mutual Water Company
November 28, 2023

1. Convened Public Meeting

The meeting was called to order by President Frank Mezzatesta on Tuesday, November 28, 2023, at 5:30 p.m. for an in-person meeting at the Hampton Inn, 50 W. Daily Drive, Camarillo, CA 93010.

Attendance and Quorum

Directors Present: Frank Mezzatesta – President
Alma Quezada – Vice President
Steven Muro – Secretary
Dave Stephenson – Director

Directors Absent: Laurie Bennett – Treasurer

Staff/Counsel Present: Durrell McAdoo – Water System Superintendent
Ann DeMartini – Business Consultant
Lauri Marino – Office Manager

2. Announcements

Ann DeMartini has been engaged as Crestview’s Business Consultant as of November 1, 2023. Ms. DeMartini has extensive background in the local water industry and the Las Posas Valley. She has managed several water companies and has experienced numerous droughts; she also is involved with local disaster relief response. Director Frank Mezzatesta announced that Durrell McAdoo has been awarded the Water System Superintendent position; the Board of Directors appreciates all of his extra effort in the interim General Manager position for the past several months.

3. Shareholders Public Forum

Roger Chittum presented two handouts to the Board with respect to the proposed budget model. These questions will be discussed in more detail during the budget presentation later in the meeting.

Mike Rolls inquired about the status of the Valley Vista Drive sinkhole. Durrell McAdoo reported that Crestview’s repairs are complete, but the shareholders still need to complete their portion of the repair.

4. Minutes

The minutes of the special meetings and Executive Sessions of the Board of Directors of October 16, 2023 and October 24, 2023 were presented. On a motion made by Director Steven Muro and seconded by Director Alma Quezada, the Board approved with four ayes the following:

Resolved, that the minutes of the special meetings and the Executive Sessions of the Board of Directors of October 16, 2023 and October 24, 2023, be accepted as presented.

5. Draft Fiscal Year 2024 Annual Budget

The updated draft budget for fiscal year 2024 was presented; all comments and notations from the last meeting were integrated. Discussion ensued. It was noted that this budget is not too far off from the previous year's budget. Further discussion ensued regarding forecasted sales, projected weather, and projected income and expenses by month. Director Steven Muro commented that it is imperative that the budget be reviewed regularly so that corrections adjustments can be made as needed. On a motion made by Director Steven Muro and seconded by Director Dave Stevenson, the Board approved with four ayes the following:

Resolved, that the FY2024 Annual Budget be accepted as presented, with the understanding that the budget will be reviewed, at the minimum, on a quarterly basis.

INFORMATION ONLY

6. Well Selection Update – Information Only

The well site selection contract will be executed within the next week by MKN Consultants. The consultants will look at each remaining site for feasibility, hydrogeology and other factors. The study is intended to be blind and unbiased and will take six weeks for a draft report and eight weeks for a completed study. The study will not include a cost analysis for the sites.

7. Water Superintendent's Report – Information Only

Durrell McAdoo reported that October 1 marks the start of the new water year; Crestview has been allocated a pumping allocation of 717 acre-feet, with 126 acre-feet pumped to date. Wells #4 and #6 are meeting all system demands. As previously mentioned, the Valley Vista sinkhole repair continues. A water leak occurred on Cerro Crest Drive the evening of November 13th due to a failed gasket on the water service; this presented a good learning experience for the two water treatment operators.

8. Treasurer's Report – Information Only

The October financial statements were presented, with explanatory notes. No further questions were received from those in attendance.

9. President's Report – Information Only

Director Frank Mezzatesta, President, reported that Crestview Staff should be acknowledged for doing well with the many changes that have occurred within the Company in the past year. Director Mezzatesta was asked what he is most proud of, what was the biggest challenge, and the least proud moment of his first year in office. Mr. Mezzatesta is happy that the tone of the monthly Board meetings has changed in a positive way and has aimed for transparency with the shareholders. His challenges have been following corporate code and Crestview's bylaws to make the best possible decisions in a timely manner

for the Company and its shareholders. He was least proud of the annual meeting and election being held in August, many months late.

10. Adjournment

On a motion made by Director Alma Quezada, seconded by Director Steven Muro, and approved with four ayes, the regular meeting was adjourned at 6:16 p.m.

Call to Order – Executive Session at 6:38 p.m.

1. Executive Closed Session

The Board in Executive Closed Session discussed the following matters:

- Personnel Matters – The Board approved the Water System Superintendent job description as presented. The Board will secure gift cards and chocolates for employee holiday gifts.
- Well #7 Site Selection – No decisions were made; nothing to report.
- Third-Party Contracts – The Board approved the trial of Microsoft 365 and Teams Online.

2. Adjournment of Executive Session

On a motion made by Director Alma Quezada, seconded by Director Frank Mezzatesta and approved with four ayes, the Executive Session was adjourned at 8:33 p.m.

Shareholders in Attendance:

Chittum, Roger
Ono, Christopher
Rolls, Mike

Submitted by,

Lauri Marino – Office Manager

Approved by,

Steven Muro – Secretary

Frank Mezzatesta – President

BOARD OF DIRECTORS STAFF REPORT

TO: CRESTVIEW BOARD OF DIRECTORS
FROM: DURRELL P McADOO, SUPERINTENDENT
TOPIC: WATER SYSTEM SUPERINTENDENT'S REPORT
DATE: DECEMBER 19, 2023

Recommendation: To receive and file the monthly Water System Superintendent's report. For informational purposes only.

Background/Analysis: Below is a list of activities and conditions that Staff encountered associated with the Crestview water system since the last Board Meeting.

October 1, 2023, began a new Water Year. The Water Year is from October 1 to September 30. For WY 23/24, Crestview has a Groundwater Allocation of 717.42 ac-ft. At the end of November, Well 4 and Well 6 had produced 133.53 ac-ft.

Crestview staff installed a pressure chart on the transfer main, crossing the sink hole at 333/325 Valley Vista, to ensure repair of the main was complete. After 3 hours the pressure in the main stayed steady at 99 psi. Once the rest of the repair to the drain line above the water main is finished, staff will do another test to ensure no damage was done to Crestview's water main.

Crestview staff is currently undergoing a system wide water loss survey to show a more complete analysis of the water not flowing through our meters. Crestview has consistently maintained a 94% or better rate of accountability.

On November 13, Cerro Crest experienced a water leak at 110 Cerro Crest. Total estimated water loss from this event is approximately 215,000 gallons.

CRESTVIEW MUTUAL WATER CO
Profit & Loss YTD Budget vs. Actual
December 2022 through November 2023

	Dec '22 - Nov 23	Budget	\$ Over Budget
Income			
3012 · WATER SERVICE	961,080.07	2,022,506.00	-1,061,425.93
3013 · SERVICE AVAILABILITY	271,780.47	269,868.00	1,912.47
3014 · FIELD SERVICES	3,184.00	3,600.00	-416.00
3016 · TRANSFER FEES	1,080.00	1,200.00	-120.00
3017 · OTHER WATER SALES	1,550.51	0.00	1,550.51
3018 · MISCELLANEOUS INCOME	564.26	0.00	564.26
3019 · INT INCOME	34,144.17	25,314.00	8,830.17
3021 · GAIN/LOSS SALE OF ASSETS	-3,732.00		
Total Income	1,269,651.48	2,322,488.00	-1,052,836.52
Gross Profit	1,269,651.48	2,322,488.00	-1,052,836.52
Expense			
4000 · PLANT OPERATING EXP			
4005 · SALARIES	203,027.31	175,800.00	27,227.31
4007 · PAYROLL TAXES	16,277.74	16,350.00	-72.26
4010 · POWER	177,737.02	164,289.00	13,448.02
4015 · REPAIRS - UNANTICIPATED	136,808.29	24,000.00	112,808.29
4018 · REPAIRS - SCHEDULED	34,950.34	37,845.00	-2,894.66
4020 · SUPPLIES	12,224.76	6,600.00	5,624.76
4025 · AUTO EXPENSE	10,565.63	11,352.00	-786.37
4027 · OUTSIDE SVCS	162,727.95	251,523.00	-88,795.05
4028 · COMPUTER EXPENSE - OPERATIONS	7,947.43	5,025.00	2,922.43
4030 · INSURANCE/GENERAL LIABILITY	32,223.64	30,000.00	2,223.64
4032 · INSURANCE/WORKERS COMP	11,049.71	8,073.00	2,976.71
4035 · TAXES & PERMITS	2,500.00	2,500.00	0.00
4038 · SEWER DISCHARGE FEE	285.24	216.00	69.24
4040 · TELEPHONE/TELEMETRY	10,840.01	10,200.00	640.01
4045 · WATER PURIFICATION	52,107.55	54,988.00	-2,880.45
4050 · WATER PURCHASED	27,178.00	27,079.00	99.00
4060 · GROUP MEDICAL INS.-OPERATIONS	16,062.49	27,120.00	-11,057.51
4062 · INCIDENTAL EXPENSES - OPERAT.	993.27	0.00	993.27
4063 · PENSION EXPENSE	16,070.00	15,828.00	242.00
4065 · SEMINARS & TRAINING	1,202.32	700.00	502.32
4070 · ENGINEERING FEES - OPERATIONS	5,808.96		
4075 · REGULATORY COMPLIANCE	35,850.05	44,856.00	-9,005.95
4080 · DEPRECIATION	173,739.00	173,739.00	0.00
4085 · CONSERVATION EXPENSE	0.00	0.00	0.00
4090 · RECRUITMENT EXPENSE	364.00		
Total 4000 · PLANT OPERATING EXP	1,148,540.71	1,088,083.00	60,457.71
6000 · ADMINISTRATIVE EXPENSES			
6005 · SALARIES	87,892.56	81,048.00	6,844.56
6007 · PAYROLL TAXES	6,907.62	9,545.00	-2,637.38
6010 · UTILITIES - TRASH / ELECTRIC	4,534.60	3,180.00	1,354.60
6011 · FIBER OPTIC INTERNET	2,374.36	1,680.00	694.36
6015 · COMPUTER & INFORMATION TECH	16,283.62	6,690.00	9,593.62
6020 · OFFICE EXPENSE	5,440.27	3,800.00	1,640.27
6022 · DUES & SUBSCRIPTIONS	5,424.33	2,360.00	3,064.33
6025 · PROFESSIONAL FEES			
6025-1 · ACCOUNTING	10,700.00		
6025-2 · LEGAL - ADJUDICATION	86,384.50		
6025-3 · LEGAL - EMPLOYEE HANDBOOK	17,986.90		
6025-4 · LEGAL - ELECTION / ANNUAL MTG	49,139.00		
6025-5 · LEGAL - GENERAL COUNSEL	36,711.10		
6025 · PROFESSIONAL FEES - Other	0.00	90,000.00	-90,000.00
Total 6025 · PROFESSIONAL FEES	200,921.50	90,000.00	110,921.50
6027 · OUTSIDE SERVICES	28,063.55	2,160.00	25,903.55
6032 · INSURANCE/WORKERS COMP	1,506.89	1,080.00	426.89
6035 · TAXES & LICENSES	17,623.84	25,375.00	-7,751.16
6040 · TELEPHONE	1,962.68	2,340.00	-377.32
6045 · MEETING COSTS	19,062.72	12,000.00	7,062.72
6052 · BANK CHARGES	3,252.34	1,500.00	1,752.34
6060 · GROUP MEDICAL INS.-ADMIN.	22,416.00	22,416.00	0.00
6062 · INCIDENTAL EXPENSES - ADMIN	472.58	0.00	472.58
6063 · PENSION EXP-ADMIN	6,900.00	7,296.00	-396.00
6065 · SEMINARS & TRAINING	0.00	450.00	-450.00
6070 · POSTAGE & SHIPPING	4,102.36	3,720.00	382.36
6080 · DEPRECIATION	10,704.00	10,704.00	0.00
Total 6000 · ADMINISTRATIVE EXPENSES	445,845.82	287,344.00	158,501.82
Total Expense	1,594,386.53	1,375,427.00	218,959.53
Net Income	-324,735.05	947,061.00	-1,271,796.05

CRESTVIEW MUTUAL WATER CO
Balance Sheet: Previous Year Comparison
As of November 30, 2023

	Nov 30, 23	Nov 30, 22	\$ Change
ASSETS			
Current Assets			
Checking/Savings			
1005 · LONG-TERM CAP RESV - WELLS FRGO	3,468.37	3,432.51	35.86
1016 · GENERAL CHECKING - PACIFIC WEST	433,523.18	1,462,728.01	-1,029,204.83
1018 · MONEY MRKT SVGS - PACIFIC WEST	571,008.88	264,630.33	306,378.55
1019 · RESTR CAP RESERVE - PAC WEST BK	200,000.00	200,000.00	0.00
1020 · SAVINGS - PACIFIC WEST BANK	214,568.97	0.00	214,568.97
1026 · PAYROLL ACCOUNT - PACIFIC WEST	18,878.60	14,142.59	4,736.01
1029 · PLEDGE-CO OF VTA - PACIFIC WEST	10,014.21	10,012.21	2.00
1038 · COMMUNITY BANK OF SANTA MARIA	0.00	971,235.47	-971,235.47
1070 · PETTY CASH	0.00	400.00	-400.00
Total Checking/Savings	1,451,462.21	2,926,581.12	-1,475,118.91
Accounts Receivable			
1110 · ACCOUNTS RECEIVABLE	147,062.97	134,061.39	13,001.58
1140 · OTHER RECEIVABLES	1,952.00	570.00	1,382.00
Total Accounts Receivable	149,014.97	134,631.39	14,383.58
Other Current Assets			
1310 · PREPAID INSURANCE	19,126.83	17,481.07	1,645.76
1340 · PREPAID OTHER EXP	930.30	1,389.03	-458.73
1350 · DUE FROM CALLEGUAS	87,766.95	69,375.55	18,391.40
Total Other Current Assets	107,824.08	88,245.65	19,578.43
Total Current Assets	1,708,301.26	3,149,458.16	-1,441,156.90
Fixed Assets			
1405 · LAND & LAND IMP	535,516.73	541,938.73	-6,422.00
1408 · VEHICLES	167,131.18	124,723.61	42,407.57
1410 · BUILDING & EQUIPMENT	343,033.86	387,484.86	-44,451.00
1412 · FIXTURES/FURNISHINGS	6,503.88	6,503.88	0.00
1415 · DISTRIBUTION LINES	968,761.77	968,761.77	0.00
1420 · HYDRANT INSTALL/REPLACEMENTS	164,014.81	164,014.81	0.00
1425 · METERS	-29,510.88	13,139.12	-42,650.00
1430 · PUMPING PLANTS	734,373.79	734,373.79	0.00
1435 · PUMP HOUSES	59,104.17	59,104.17	0.00
1440 · RESERVOIRS	327,080.34	398,597.34	-71,517.00
1445 · TRANSMISSION MAINS	1,213,613.24	1,213,613.24	0.00
1450 · WELLS	1,225,367.01	1,212,398.01	12,969.00
1451 · WELL #5 REHABILITATION	109,630.96	109,630.96	0.00
1455 · COMPUTER HARDWARE	168,907.45	246,419.45	-77,512.00
1460 · COMPUTER SOFTWARE	33,197.53	46,465.53	-13,268.00
1465 · FILTRATION PLANT	1,275,852.57	1,275,852.57	0.00
1475 · CAPITALIZED CONST INT	394,389.68	330,415.48	63,974.20
1480 · ENGINEERING COSTS	80,980.20	80,980.20	0.00
1481 · CAPITALIZED COSTS - VIA ZAMORA	220,607.64	220,607.64	0.00
1482 · CAPITALIZED COSTS - WELL #6	1,007,809.25	1,007,809.25	0.00
1484 · CAPITALIZED COSTS - WELL #7	932,180.18	900,592.58	31,587.60
1495 · WATER RIGHTS	0.00	0.00	0.00
1500 · Accumulated Depreciation	-5,822,576.68	-5,923,938.68	101,362.00
Total Fixed Assets	4,115,968.68	4,119,488.31	-3,519.63
TOTAL ASSETS	5,824,269.94	7,268,946.47	-1,444,676.53

CRESTVIEW MUTUAL WATER CO
Balance Sheet: Previous Year Comparison
As of November 30, 2023

	Nov 30, 23	Nov 30, 22	\$ Change
LIABILITIES & EQUITY			
Liabilities			
Current Liabilities			
Accounts Payable			
2000 · ACCOUNTS PAYABLE	26,594.94	83,954.87	-57,359.93
Total Accounts Payable	26,594.94	83,954.87	-57,359.93
Other Current Liabilities			
2100 · PAYROLL LIABILITIES	220.24	-24,037.77	24,258.01
2220 · BORROWED WATER (CAL-AMERICAN)	-37,824.37	-37,824.37	0.00
2221 · BORROWED WATER (CITY OF CAM)	-6,751.36	-6,751.36	0.00
2244 · 2% COUNTY TAX - HOLDING ACCT	11,544.67	21,625.46	-10,080.79
2320 · ACCRUED PAYROLL	23,039.88	12,885.01	10,154.87
2322 · ACCRUED PENSION	27,863.00	46,024.00	-18,161.00
2325 · ACCRUED VACATION	21,682.10	20,404.87	1,277.23
2326 · ACCRUED PROPERTY TAX	19,737.68	20,517.98	-780.30
2327 · ACCRUED REGULATORY COMPLIANCE	-2,519.26	24,021.45	-26,540.71
2390 · PLAN CHECK AND CONSTR DEPOSITS	3,656.72	3,656.72	0.00
2410 · CNSTRUCT LOAN BK OF SANTA MARIA	0.00	133,973.53	-133,973.53
Total Other Current Liabilities	60,649.30	214,495.52	-153,846.22
Total Current Liabilities	87,244.24	298,450.39	-211,206.15
Long Term Liabilities			
2640 · CONSTRUCT LOAN BK OF SANTA MARIA	0.00	908,735.33	-908,735.33
Total Long Term Liabilities	0.00	908,735.33	-908,735.33
Total Liabilities	87,244.24	1,207,185.72	-1,119,941.48
Equity			
2900 · CAPITAL STOCK	208,000.00	208,000.00	0.00
2910 · PAID IN SURPLUS	108,971.26	108,971.26	0.00
2920 · WTR RIGHTS	100,000.00	100,000.00	0.00
2930 · CONTRIBUTIONS /CONST	449,604.30	449,604.30	0.00
3010 · RETAINED EARNINGS	5,195,185.19	4,602,224.94	592,960.25
Net Income	-324,735.05	592,960.25	-917,695.30
Total Equity	5,737,025.70	6,061,760.75	-324,735.05
TOTAL LIABILITIES & EQUITY	5,824,269.94	7,268,946.47	-1,444,676.53

Notes to Financial Statements

Expense Accounts:

<u>Account No.</u>	<u>Comments</u>
4010	Power Expense is not reported for the month of November due to billing not yet completed by SCE.
4015	Unanticipated Repairs are over budget due to a service line leak at 325 Valley Vista Drive in the southbound lane, and repairs to Well #4.
4027	Outside Services will remain under budget for the remainder of the fiscal year due to the retirement of management's consultant.
4060	Group Medical Expense is under budget YTD due to changes in Operations staff with respect to budgeted medical insurance plan.
6025	Professional Fees are over budget due the adjudication lawsuit and legal counsel regarding annual meeting procedures and election materials, employee handbook review/revisions, and miscellaneous questions to general counsel.
6027	Outside Services are over budget due to temporary employee expense.

On the P & L Reports (Pages 1 through 4), note that some expense accounts are shown on certain reports but not listed on others. While this is inconsistent, there is no monetary impact. The QuickBooks program will report all line items on P & L reports containing Budget figures, but will not report accounts on "comparison" P & L reports unless a dollar value is placed in it. The old "Memorized" financials are no longer in use; the new reports have no filters set. If an account is not shown, consider its value during the period reported to be zero.

Liability/Equity Accounts:

2220	A bank of approximately 25 acre-feet now exists with Cal American Water.
2326	Accrued property taxes are overstated due to a prior period miscode; to be corrected upon CPA review at fiscal year-end.

Income Items/Bank Accounts:

1019	\$200,000 is held as Restricted Capital Reserves designated for immediate or emergency needs only, per Board resolution dated June 24, 2003.
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Other Current Asset Accounts:

1350	Expenses and reimbursements for the Well #8 project are posted to this account.
3012	Water sales remain below budget due to weather.

	Water	Water	Budgeted	% of Water	% of
Date	Production	Sales	Sales	Sold	Budgeted Sales
	MG	MG	MG		
Dec	9.386	9.113	13.351	97.1%	-32%
Jan	5.912	5.377	12.614	91.0%	-57%
Feb	9.604	9.224	17.050	96.0%	-46%
Mar	5.054	4.929	15.140	97.5%	-67%
Apr	14.787	12.710	18.591	86.0%	-32%
May	17.049	16.267	23.567	95.4%	-31%
Jun	18.316	18.050	24.526	98.5%	-26%
Jul	25.566	24.362	28.055	95.3%	-13%
Aug	21.285	21.497	27.372	101.0%	-21%
Sept	22.330	21.289	25.501	95.3%	-17%
Oct	23.454	22.836	24.795	97.4%	-8%
Nov	20.056	18.361	20.414	91.5%	-10%
Totals	192.799	184.015	250.973	95.4%	-26.68%

