

**CAMPER'S HOLIDAY ASSOCIATION  
FORTY-EIGHTH ANNUAL MEMBERSHIP MEETING  
FEBRUARY 9, 2017**

The meeting was opened at 10:01 am by President Norman States. The Pledge of Allegiance was said.

ROLL CALL: In attendance: Sue Flanagan, Don Gelinis, Ron Gillespie via Skype, Diane McAdams, Len McClay, Billie Meylan, Hank Meylan, Norm States, and Dan Yarsevich. Quorum established.

ANNUAL MEMBERSHIP MEETING: We had 117 owners who either signed in or returned a proxy. Since we need a total of 151, a membership quorum was not established. Thanks to the Sign-In Committee: Linda DeCarlo, Deb Diget, Gina McClay, and Berna States.

PROOF OF NOTICE: The 1<sup>st</sup> and 2<sup>nd</sup> Notices of the Annual Meeting and Election were mailed to all owners and the agenda was posted on 1-4-2017.

MINUTES: There are no corrections to the Forty-Seventh Annual Membership Meeting Minutes. The minutes have been approved as distributed to the membership.

MEMORIAL SERVICE: Thanks to Reverend Miller who conducted our service with prayers and expressions of sympathy. Camper's Holiday Members who have passed away since our last annual meeting are:

Phil Berry	Bella Gerard	Irene Holman	Janice Micklash
Allan Bunce	Barry Graves	Duane Jones	Mae Tenczar
Len deJonge	Andrew Hallen	Mario Leone	
Ida Mae Elder	Delbert Hockenberry	Fred Maycock	

PRESENTATION OF COLORS: Thank you to Kristin and Bill Vette for raising the American flag. Thanks to Gina & Len McClay for raising the Canadian flag. Thank you to Jim Moore who ensured our national anthems were heard by everyone.

PRESIDENT'S REPORT: Norman States

It has been a busy winter at Camper's Holiday. There has been a broad selection of activities with more to come, and a group of 66 people just returned from a very enjoyable cruise. Another first for Camper's Holiday.

2016 is past and we are well into 2017. I believe we need to look back a few years to get a clearer picture of the progress we have made as an association in just a few years. About seven years ago, our park was dealing with major challenges. We were facing the possibility of the park being closed by the Department of Environmental Protection (DEP) because the infrastructure had been neglected and we were issued a consent order by DEP. With a lot of hard work by a team of competent board members and a major amount of help from Quality Property Management (QPM), much has been accomplished to make our park what it is today.

With the completion of the manhole, lift station and sewer lining projects, along with the installation of four 500-gallon water filters and a new water storage tank, we now have met all DEP mandates and are in good standing. The board can now focus on needed improvements in the recreation hall, pool utility building, pole barn, etc.

Promotion and Advertising – Five years ago, the board embarked on a plan to promote our campground due to campground income spiraling downward. Our first endeavor was to promote the campground at the Family Motor Coach Rally held at the Hernando County Airport, and then three years ago, we moved to the Tampa RV Super Show. Thus, 2016 was the best year in the history of Camper's Holiday for campground income. Sue will continue working on the board in Promotion and Advertising. We are expecting a better year for 2017.

Volunteers – Len and Ron will be taking a break from serving on the board but have agreed to continue as consultants in the area they have served in. Len with the Wi-Fi and Ron with the five-year reserve plan. They will join Tom Livecchi who has continued to work with the CATV. We also have a group of volunteers who always step up to the task when called on. The most recent project was splitting a large amount of wood for the campfire.

Staff – We have an excellent staff that works as a team to keep everything running smoothly and meets the needs of our customers.

New Board Members – We welcome Bill Vette and Debbie Diget who have joined the Board.

#### PROPERTY MANAGER'S REPORT: Jim Keller, LCAM

Attorney Robert Tankel has foreclosed on D-17 and is working out some title issues. A-17 is in the process of foreclosure and should be completed soon.

There will be an inspection conducted very shortly and violation letters will be sent out if any violations are found.

We started 2 times a week trash pickup starting Nov 1<sup>st</sup>. They also can provide a 3 times a week pickup during the busy season if necessary. Cost of this additional pickup is \$71.00 per week. Once per week is \$305 and twice a week is \$480 and 3 times a week would be \$551.

A delinquency list was supplied to the Board of Directors. Attorney Tankel has been aggressively going after delinquent owners and supplying us with updated info thru his on-line portal.

The December Financial reports are available on the Camper's Holiday Web Site or in office if you want a hard copy. If you have any changes in your personal information, please fill out a new Owner Information Sheet and turn it in to the Gatehouse so that we can update our records.

Our insurance came in lower than last year and has been paid in full.

Norm States, Ron Gillespie and I are working on a new (5) year plan or as it is officially called a reserve study.

There is no election needed because the number of openings (5) exceeded the number of persons that submitted their names as candidates (3). The 7 members will appoint 2 new directors and then the entire (9) members of the Board will elect Officers.

#### BINGO REPORT: Sallie Dunning

We started Bingo on November 14, 2016. Attendance was 32 people; the most people attending was 80, when our progressive pot was very large. To date we have given away \$8,204.00. In April 2016, we had a balance of \$1,338.00 in the Bingo Account. We had to buy paper cards in November at a cost of \$269.29. So we have a balance of \$1,068.71.

RV Supershow in Tampa - We wish to pass along our **thanks** to everyone who participated at the show. I want to especially thank Norm and Berna States who went down a day early and set up our display and took it down at the end of the show. Without everyone's help it would not have been as successful.

We estimated that we gave away 1,200 brochures with our \$9.99 coupon offer at our booth. The point of our coupon is to get folks here to see our park and its great amenities. We have had folks get here under the coupon and stay longer and even come back the next season. The first day of the show, Passport America stopped by our booth. They asked for some brochures to distribute at their booth and we gave them 200.

Time after time, people stopping by the booth are local, Spring Hill, Lutz, and even Tampa area, and they are surprised to discover that we are here. They just don't know about us! These locals, as I will call them, like to travel on the weekends during the summer. This will definitely increase our business off season. We had inquiries about groups. We love groups!

We had 539 entries into our drawing for 2 free nights, including electricity, based on availability. We drew 4 names. Marjean has contacted them and mailed them a gift certificate which expires March 31, 2018. Sometime during the summer, I will create a "thank you for stopping by our booth" letter and email it to the folks that entered. That will keep our name out there and a gentle reminder to "make your reservation."

The Board is looking at a Military discount because we had that question over and over again.

**MOTION:** I make a motion to create a standalone 10% campground discount for US and Canadian military to campers with picture ID effective 5-1-17. Motion passed unanimously.

Cable TV – Tom Livecchi has been diligent in working with the cable TV contractor. As you know, the TV Guide, channel 80, would be on and off again without reason. The contractor has done a few fixes and it seems the problem is gone. Thanks, Tom.

Insurance Deductible – At our Board of Directors Meeting in November, we discussed insurance deductible in case of a catastrophe, i.e., hurricane, if a building such as the Rec Hall would be demolished. The decision on how to handle this is one that must be done every year, according to FL Statutes. The deductible could be a 3% charge of the cost to rebuild or \$50,000. It could be paid by reserves, operating funds or special assessment.

**MOTION:** I make a motion to use a special assessment to pay for insurance deductible in case of a catastrophe, such as a hurricane, were to demolish a building, such as the Rec Hall. Motion passed unanimously.

QPM Contract: We negotiated the same rate for services provided by QPM. Although \$36,000 looks like a big amount on the budget, when you break it down by 12 months and by 300 units, it equates to a cost of \$10 per unit per month.

**MOTION:** I make a motion to ratify the Board of Directors decision to sign a new 3-year contract with QPM from Jan 1, 2017 to Dec 31, 2019 in order to save \$1,800 in 2017. Motion passed unanimously.

2016 Taxes and Audit: We need to have our taxes done and an audit review for 2016.

MOTION: I make a motion to have Will Demers Co complete our 2016 tax returns and conduct an audit review for 2016. Motion passed unanimously.

Reserves: Over the past 8 years, we have used our Reserves to purchase equipment and to update the wells (water filters and water storage tank) and sewer plant (campground water & sewer, relining the mains, manholes, leach field, and lift station) among other repairs/improvements. Thus, we have carried negative balances in both the Equipment & Water & Sewer reserves. Normally, we would slowly replenish these funds and zero out our negative balances. In January of 2016, the Board decided to go to Pooled Reserves, which means we were not funding specific reserves, and we are now building a reserves fund that can be used anywhere. Rather than a special assessment to the owners, we decided to use some excess funds from our campground revenue.

MOTION: I make a motion to ratify the Board of Directors decision to zero out our two negative reserve balances, which are Equipment at \$20,139.60 and Water & Sewer at \$25,420.24 by using excess funds in our campground revenue account. Motion passed unanimously.

TREASURER'S REPORT: Billie Meylan

**Financial Report as of 12-31-16**

Current Assets	\$177,811.99
Reserves	\$177,464.30
Total	\$355,276.29

ACTIVITIES: Diane McAdams

Our activities kept us hopping this year and I truly hope you all got to participate and enjoy the ones you chose to do. Only complaint I had this year was "we're busy all the time!"

Our kitchen was run by Kathy Pribble and crew. I think you'll all agree they did an amazing job for us.

We enjoyed kicking off the season with a Halloween party in October.

In November, we began selling ice cream every Friday, had a Veterans Day parade, shop 'n lunch for the ladies, along with Koffee Klatch and ladies luncheon. We wrapped up November with a delicious Thanksgiving dinner.

December started our game show nights every 1<sup>st</sup> Saturday of the month, thanks to Gordon and Donna Skinner. Our first of several golf scrambles organized by Jim Davis began in December and were enjoyed by many. Christmas caroling with Santa, pot luck dinners and delivering Christmas cookies, made by our cooking club, to all those who had lost a loved one recently was a hi-light. We ended the holiday season with a fabulous Christmas dinner and New Year's party.

Thursday night music started in January, thanks to Cindy Black and her musical friends. Cookouts at the pavilion were well attended thanks to Ray Niehenke and Allan Milatovich. They also get things going for men's coffee every morning. The ladies enjoyed a wedding reception; compliments to Liz Hill on that great event. Liz also organized and held the Chinese auction where the monies raised purchased much needed tablecloths for our events. Then 66 of us cruised to Cozumel and Grand Cayman and kudos to Russ Pribble for organizing a wonder and much needed vacation.

Our February will be filled with dinners, dances, outings and our biggest event "Woodstock."

March will bring us to spring fling, a week filled with games, contests, races, prizes and laughs. We'll spend an entire day cruising on four pontoon boats, enjoy a St. Pat's dinner and then Elvis will entertain us while we enjoy a fried fish dinner. A flip flop contest by the pool, followed by a pizza party is in store. A farewell street party is in the works for the end of March.

Then we'll let you all go home and rest while pondering all the great memories and new friends you've made this year at Camper's Holiday.

#### Financial Report

Start Up	\$ 644.00
Income	1,976.00
Total	2,620.00
Expense	2,110.00
Cash on hand	\$ 510.00

UTILITIES: Don Gelinas      No Report at this time.

SPECIAL PROJECTS: Len McClay

Wi-Fi: We continue to work on our Wi-Fi system. We have increased the bandwidth and added more secure IP addresses. We have found that folks using Extenders are interfering with our system and affecting those Wi-Fi users around them. We are looking at taking them down. We still haven't found the Ubiquity Air Router that is causing several of our antennas to be down. Once again, we are still attempting to get this right.

CAMPGROUND/TREES/RV STORAGE/PERMITS: Hank Meylan

Trees – 1 permit on Jan. 17 for B-22 for a water oak dying and rotting. A & R Tree Service is a licensed arborist. They inspected common areas & campground, & submitted bid to clean & raise clearance to 14' over roadway (Bob White Drive), clear dead branches around park & & remove 1-13' water oak in playground area that is rotting and dying.

Tree Treatment for Tussock Moth Caterpillars will be the week of Feb. 20<sup>th</sup>.

MOTION: I move that Camper's Holiday Association pay for the chemical treatment of worms on common grounds trees in the amount of approximately \$3,600. Motion passed unanimously.

Termite Treatment – We will treat for termites.

MOTION: I make a motion to treat for termites in the Rec Hall, Office and other buildings except for B & C baths at a cost of \$3,032.00 since it has been 5 years from last treatment. Motion passed unanimously.

Lot Rental Permit – C-73 for a travel trailer for 1 week in Jan, 2017.

RV Storage Area – Unlicensed trailer, car, improperly parked trailers will be addressed.

Campground – Campers are mostly happy except for WiFi extenders using too much bandwidth and people not cleaning up after their pets. We are restructuring our deposit for making a reservation in the campground.

MOTION: I make a motion which will be effective 5-1-17 that the campground reservation deposit of \$250 be restructured as follows: the first \$150 to be used toward the first month's rent and the additional \$100 be held until the last meter reading. Motion passed unanimously.

STANDARDS: Ron Gillespie

Survey Issue – No progress. Attempts at using email to progress the issue did not work out. Was no time to progress while in Florida.

North Property Issue – No progress. Attempts at using email to progress the issue did not work out. Was no time to progress while in Florida.

Five-Year Reserve Plan – The plan is presented for approval. It is the second Five Year Plan and benefits from the experience gained over the past year since the first Five Year Plan was approved. It will also benefit in the future from the Reserve Study that is underway. A copy of the Five-Year Reserve Plan and the Reserve Usage are attached.

MOTION: I make a motion to approve the Five-Year Reserve Plan as it has been updated. Motion passed unanimously.

Reserve Study – The reserve study is in progress. Spreadsheets are being developed for major asset groups of the condominium and we will develop reserve contribution amounts for each one and total them for the annual Reserve Contribution. We will compare this with current levels and finalize the amount for the next few years. Asset Groups are, Roofs, Roads, Equipment, Buildings, Pool, Water and Sewer, and Miscellaneous.

For Sale and For Rent Lists – I am still updating these lists. Please provide changes to me or the gatehouse at least two days before the end of the month.

Permits – My thanks to Norm for handling permits while I am in Canada.

MAINTENANCE: Dan Yarsevich

Tractor replaced in April of 2016. We traded in the Massey Ferguson that was beginning to have mechanical breakdowns on a KUBOTA tractor. Tractor is used almost daily in some capacity by maintenance personnel. \*Tractor Fuel fund received 32 donations in 2016, totaling \$485. Thanks to those members who donate. If you have project that needs the grunt of a tractor to accomplish, get with Norm States or myself, and we will arrange time to get you that tractor help. Followed by your donation to the tractor fuel fund up at the gatehouse.

White vinyl fencing, is now complete around the waste water treatment plant, giving a much improve view of that facility for our camper guests, as well as, all of us owners. A big storm this summer wiped out the remaining green mesh screen that we had up previously. We also made the view from the pool to the pool mechanical area better, by putting the white vinyl around that area also.

Gatehouse Improvements. Remodel of the desk area and replacement of the flooring with tile, was accomplished by maintenance this past summer. Gate transponder improvement is still not working properly. This is a blend of our old system and the new and they are not getting along well together. So is still a work in progress.

Office Building. Remodel of the meeting room completed and a new tile floor put down in the WiFi / TV mechanical room.

Campground. The F-bath doors were replaced and awnings installed. Pantries now complete on all sites, and new storage cabinets built for each of these pantries. The 3 experimental plastic cabinets were not faring well in this Florida heat. All of the electric pedestals on the camp sites were checked for loose connections and grounding this summer.

Maintenance storage shed has new vinyl siding and roof fixes.

Recycling Bins, are getting good use by all of us. BUT some are not breaking down/flattening their boxes properly causing fill up too quickly issues. Aluminum beverage cans are going strong. Took a load in on Jan. 16th and it weighed out at 129 pounds x .44cents = \$56. and change. Will need to make another run again soon. Keep emptying and recycling those cans to help out your park.

Trash Dumpsters. Pickups are on Tuesdays and Fridays. The two bins are normally pretty full those days, until the truck gets here. Delay your trash toss until later in the afternoon on those days. The mid-night sneak it into the trash dumpster problem, has greatly improved but not gone away completely. The trash dumpsters are NOT for your construction debris. Our maintenance people will come to your lot and pick that junk up. All you have to do is go to the gatehouse and get a pickup form - fill it out and return it to the gatehouse. There is a fee for this pickup of large junk / construction debris, as we have to pay landfill fees when we take it to the county land fill. SO FAR, THIS YEAR WE HAVE MADE 3 TRIPS TO THE DUMP, weight and type of material decides the cost factor for the park. The C.H. membership is NOT financially responsible for your construction debris and or large junk furniture, etc. YOU ARE. MAINTENANCE is doing a lot of the hard part, lifting, etc. Do your part and pay the dump fee promptly, to the gatehouse.

Rec Hall Kitchen needs a new commercial refrigerator. We have been patching and fixing the current one for many years now and the fixes are becoming more expensive than a new unit. 3 bids have been obtained. Exact same type of unit dimensions wide as the current one. Lowes price \$3,250. RestaurantTory price \$2,677. Maxx Cold: \$3,152.

MOTION: I make a motion to ratify the Board of Directors decision to replace the commercial refrigerator with a new one from RestaurantTory which has the best price of \$2,676.63 delivered. Motion passed unanimously.

Kudos to the Rec Hall coffee klatch men for all their efforts and help with various tasks around the park. Also thanks to Tom & Bonnie in D section for their recent donation of a commercial size microwave oven to the Rec Hall kitchen.

BOARD APPOINTMENTS: Norm States

Since we have two vacancies and are required by FL Statutes and our By-Laws to fill them, Billie Meylan and Sue Flanagan have agreed to another two-year term.

MOTION: I make a motion to appoint Billie Meylan as a board member. Motion passed unanimously.

MOTION: I make a motion to appoint Sue Flanagan as a board member. Motion passed unanimously.

ADJOURNMENT OF ANNUAL MEETING: Motion made by Don. Meeting adjourned at 11:49 AM.

*Sue Flanagan*

Sue Flanagan  
Secretary



**CAMPER'S HOLIDAY ASSOCIATION  
FORTY-EIGHTH ANNUAL ORGANIZATIONAL MEETING  
FEBRUARY 9, 2017**

The meeting was opened at 11:55 AM by President Norman States.

ROLL CALL: In attendance: Deb Diget, Sue Flanagan, Don Gelinas, Diane McAdams, Billie Meylan, Hank Meylan, Norm States, Bill Vette, and Dan Yarsevich. Quorum established.

An Election of Officers was held by secret ballot among the Board Members. Results are:

<b>President</b>	Norm States
<b>1<sup>st</sup> Vice President</b>	Bill Vette
<b>2<sup>nd</sup> Vice President</b>	Dan Yarsevich
<b>Secretary</b>	Deb Diget
<b>Treasurer</b>	Billie Meylan

Board Member Assignments:

<b>Activities</b>	Diane McAdams
<b>Advertising</b>	Sue Flanagan
<b>Campground, Trees, &amp; RV Storage</b>	Hank Meylan
<b>Maintenance</b>	Dan Yarsevich
<b>Standards</b>	Bill Vette
<b>Utilities</b>	Don Gelinas

ADJOURNMENT: Motion made by Sue to adjourn the meeting and it was adjourned at 11:59 AM.

*Sue Flanagan*

Sue Flanagan  
Secretary

AREA	ACTIVITY	VALUE JAN 2017	2017	2018	2019	2020	2021
<b>BUILDINGS</b>		\$34,819.33					
	Rec Hall Restrooms and Water		\$4,000.00				
	Rec Hall floor and ceiling		\$10,000.00				
	Rec Hall Reroof						\$15,000.00
	Partition curtain		\$2,000.00				
	Surveillance		\$4,000.00				
	Total Cost for Year		\$20,000.00	\$0.00	\$0.00	\$0.00	\$15,000.00
	Reserve Value at Year end		\$14,819.33	\$14,819.33	\$14,819.33	\$14,819.33	-\$180.67
<b>WATER AND SEWER</b>		(\$25,420.24)					
	Funding allocation		(\$25,420.24)				
	Total Cost for Year		(\$25,420.24)	\$0.00	\$0.00	\$0.00	\$0.00
	Reserve Value at Year end		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
<b>TRUCK</b>		\$20,889.79					
	Ford 350- 2000			\$20,889.79			
	Total Cost for Year		\$0.00	\$20,889.79	\$0.00	\$0.00	\$0.00
	Reserve Value at Year End		\$20,889.79	\$0.00	\$0.00	\$0.00	\$0.00
<b>EQUIPMENT</b>		(\$20,139.60)					
	Funding allocation		(\$20,139.60)				
	Total Cost for Year		(\$20,139.60)	\$0.00	\$0.00	\$0.00	\$0.00
	Reserve Value at Year end		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
<b>TRACTOR</b>		\$2,559.95					

	New tractor bought in 2016		\$2,559.95				
	Total Cost for Year		\$2,559.95	\$0.00	\$0.00	\$0.00	\$0.00
	Reserve Value at Year end		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
<b>ROAD</b>		\$22,605.32					
	Entrance and Campground			\$22,605.32			
	Total Cost for Year		\$0.00	\$22,605.32	\$0.00	\$0.00	\$0.00
	Reserve Value at Year end		\$22,605.32	\$0.00	\$0.00	\$0.00	\$0.00
<b>AUDIT</b>		\$9,935.05					
	Audit		\$6,000.00	\$3,835.05			
	Total Cost for Year		\$6,000.00	\$3,835.05	\$0.00	\$0.00	\$0.00
	Reserve Value at Year end		\$3,935.05	\$100.00	\$100.00	\$100.00	\$100.00
<b>ELECTRIC GATE</b>		\$1,420.71					
	Gate system update						
	Total Cost for Year		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
	Reserve Value at Year end		\$1,420.71	\$1,420.71	\$1,420.71	\$1,420.71	\$1,420.71
<b>POOL</b>		\$41,171.08					
	Pool resurface			\$25,000.00			
	Pool heater roofing		\$4,000.00				
	Pump		\$1,000.00				
	Total Cost for Year		\$5,000.00	\$25,000.00	\$0.00	\$0.00	\$0.00
	Reserve Value at Year end		\$36,171.08	\$11,171.08	\$11,171.08	\$11,171.08	\$11,171.08
<b>CAMPGROUND</b>		\$3,756.64					
	Siding on laundry		\$800.00				

	Total Cost for Year		\$800.00	\$0.00	\$0.00	\$0.00	\$0.00
	Reserve Value at Year end		\$2,956.64	\$2,956.64	\$2,956.64	\$2,956.64	\$2,956.64
<b>COMBINED POOL</b>		\$37,945.53					
	Reserve Contribution		\$68,000.00	\$68,000.00	\$68,000.00	\$68,000.00	\$68,000.00
	Golfcart 1		\$10,000.00				
	New tractor bought in 2016		\$859.81	\$3,419.76	\$3,419.76	\$3,419.76	\$1,709.88
	Entrance and Campground Road			\$7,394.68			
	Audit			\$2,164.95	\$6,000.00	\$6,000.00	\$6,000.00
	Roof Maint pole building		\$2,000.00				
	Bush Hog Mower		\$3,000.00				
	Pump Well #2			\$2,500.00			
	Water treatment plant roof			\$3,500.00			
	Pump Well #1					\$5,000.00	
	Total Cost for Year		\$15,859.81	\$18,979.39	\$9,419.76	\$14,419.76	\$7,709.88
	Reserve Value at Year end		\$90,085.72	\$139,106.33	\$197,686.57	\$251,266.81	\$311,556.93
<b>RESERVE INTEREST</b>		\$2,360.90	\$229.02				
<b>TOTALS</b>	Total Reserve Contribution		\$67,877.61	\$66,663.00	\$66,663.00	\$66,663.00	\$66,663.00
	Total Expenses		\$4,659.92	\$91,309.55	\$9,419.76	\$14,419.76	\$22,709.88
	Total Reserve Remaining	\$131,904.46	\$192,883.64	\$169,574.09	\$228,154.33	\$281,734.57	\$327,024.69

CAMPERS HOLIDAY  
RESERVE USAGE 2010-2016

YEAR	RES JANUARY	RES CONTRIBUTION	RES YR END	RES SPENT
2010	\$367,649.00	\$132,728.92	\$215,634.87	\$284,743.05
2011	\$215,634.87	\$72,878.85	\$70,064.23	\$218,449.49
2012	\$70,064.23	\$75,356.76	\$160,321.83	(\$14,900.84)
2013	\$160,321.83	\$89,715.28	\$197,863.64	\$52,173.47
2014	\$197,863.64	\$92,164.47	\$231,148.68	\$58,879.43
2015	\$231,148.68	\$67,877.61	\$172,949.81	\$126,076.48
2016	\$172,965.36	\$112,281.24	\$177,464.30	\$107,782.30
TOTAL		\$643,003.13		\$833,203.38
AVERAGE		\$91,857.59		\$119,029.05