



Finance Director
636-537-4726

M E M O

DATE: February 14, 2022
TO: Mike Geisel, City Administrator
FROM: Jeannette Kelly, Finance Director *J. Kelly*
RE: Financial Update

The following is a brief update of City finances through February 14, 2022.

Prior to providing the current revenue figures, it is important to remind readers that this financial update is being reported on a cash basis. While the City's revenue comes from a variety of sources, the dominant source is sales tax and there is generally a two-month lag between the "sale" and the "receipt". In short, that means that the revenues the City actually receive in the month of February which are reflected in this report and analysis as February 2022, are generally reflective of consumer spending which occurred in December 2021. However, even that is significantly influenced by the timing of retailer reports.

Please remember that the expected monthly budget proportions are estimated based on an estimated pro-rata share of the annual budget figure, taking into account the prior five-year monthly average; however, the receipts are heavily dependent on actual reporting practices of retailers. In short, know that you should not rely on any individual month's receipts in an analysis as history demonstrates that these monthly values are volatile and heavily impacted by the timing of reporting. Any analysis of our revenue reporting must be tempered with this understanding.

The sales tax receipts received in February for all funds are significantly above 2022 budget expectations for the month by an average of 17.01% (\$304k) on a cash basis. Sales tax receipts for all funds year to date exceed 2022 budget expectations by an average of 6.92% (\$244k) and higher than 2021 by an average of 18.92% (\$714k) on a cash basis.

The Pooled Sales Tax receipts received in February 2022 were \$674,256, 29.84% (\$155k) above budget. We are ahead of the 2022 year to date budget expectations (\$150k), or 14.66% on a cash basis. The Pooled Sales tax collections for the General Fund were 54.65% (\$238k) higher than in February 2021, and ahead of 2021 actual revenues by 36.15% (\$312k) on a cash basis.

2022 Public Safety year to date receipts (Prop P) of \$449,130 exceed 2022 budget expectations by 15.01% (\$59k) on the cash basis, and above 2021 actual revenues by 18.30% (\$69k).

In combination, the General Fund sales tax revenues (Pooled Sales tax and Public Safety Prop P revenues) exceeded 2022 budget expectations by 14.76% (\$209k). The budgeted revenues were conservative, and we are ahead of 2021 actual revenues by 30.69% (\$381k). As mentioned previously, the timing and proportions of both the receipts and budget have proven to be inconsistent from year to year.

Parks Sales tax collections for the year (\$1,163,192) exceed the 2022 budget by 1.67% (\$19k) and are above 2021 revenues by 18.31% (\$180k). The Capital Sales tax collections for 2022 (\$988,770) exceed the 2022 budget expectations by 1.68% (\$16k) and above 2021 revenues by 18.31% (\$153k). The same caveats discussed for the pooled revenues apply to these revenue sources.

As stated in previous monthly financial reports, revenues from online sales is not new revenue, but recovery of prior revenues which have been siphoned off to another economic path. The City of Chesterfield continues to have an unhealthy reliance on sales tax, with more than 50% of our revenues being derived from retail sales. As with any portfolio, a diversified mix of assets is critical to success and to surviving any market segment fluctuations.

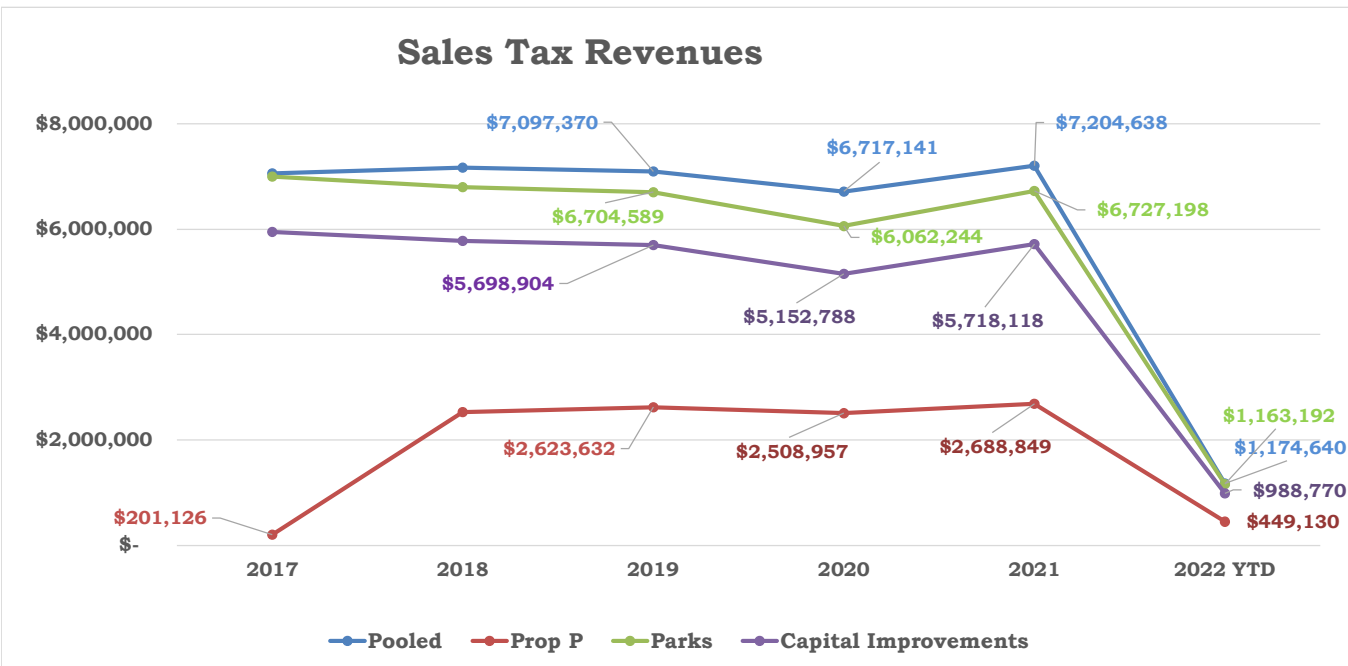
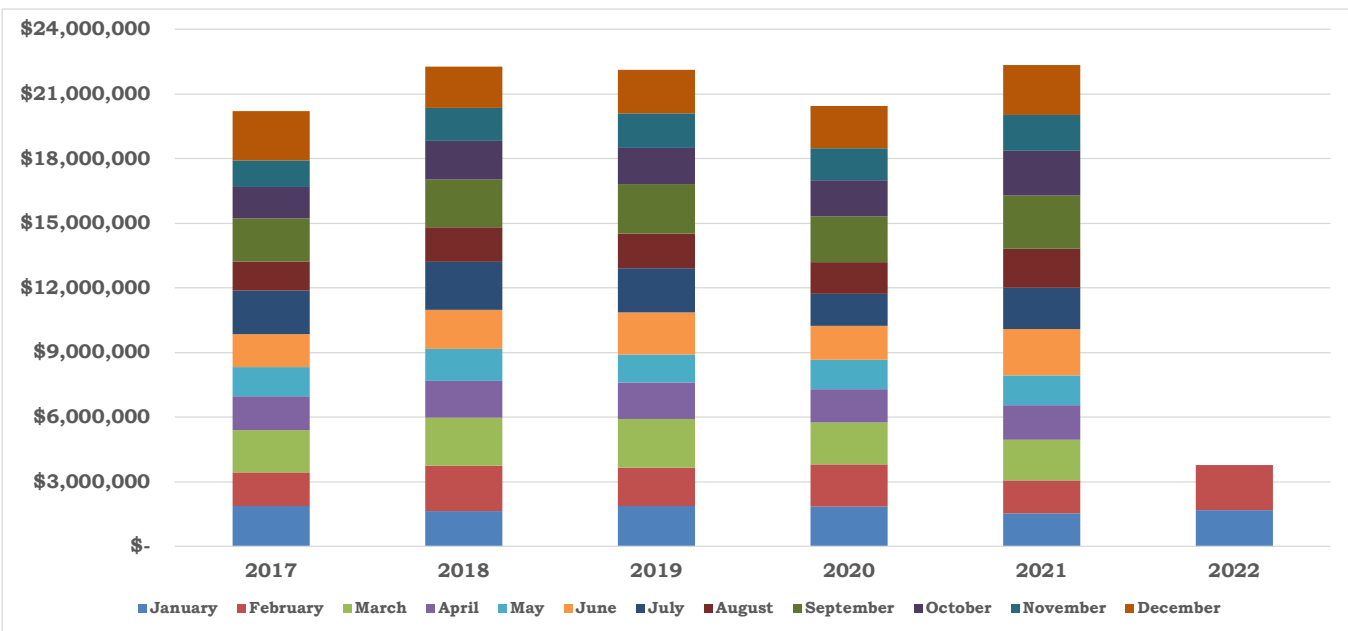
Finally, it is important to remind you that while we are reporting these revenues on a cash basis in February 2022, for financial reporting purposes revenues received in January and February are accrued back to 2021 fiscal year in the Annual Comprehensive Financial Report.

The following schedules are attached for your convenience and reference:

- Fund Statements – General, Public Safety, Parks and Capital
- Revenue charts

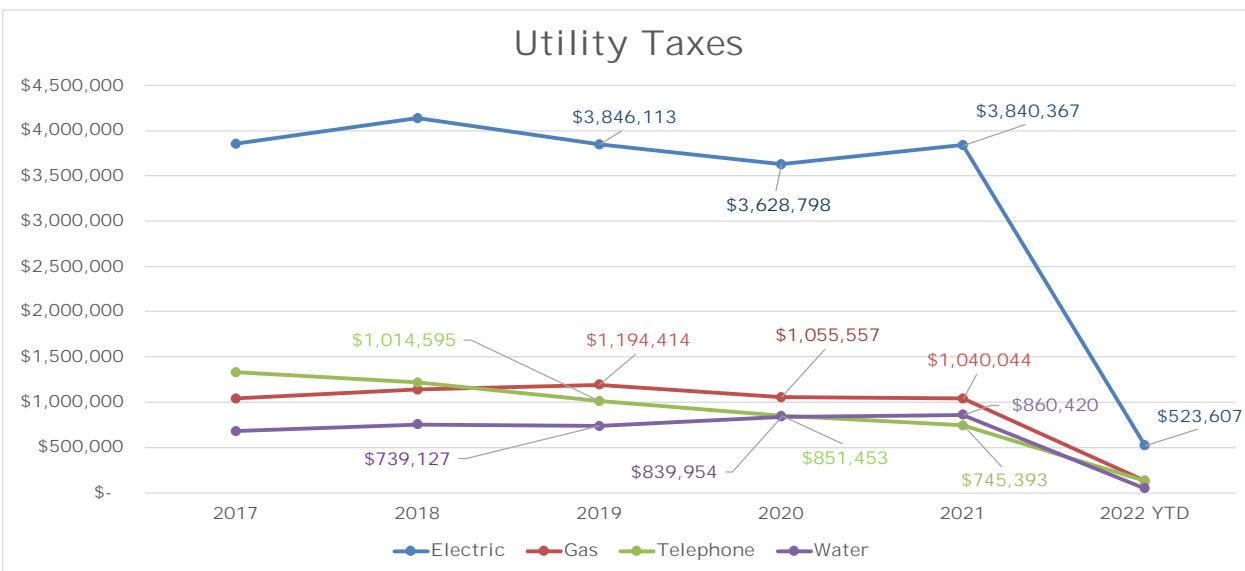
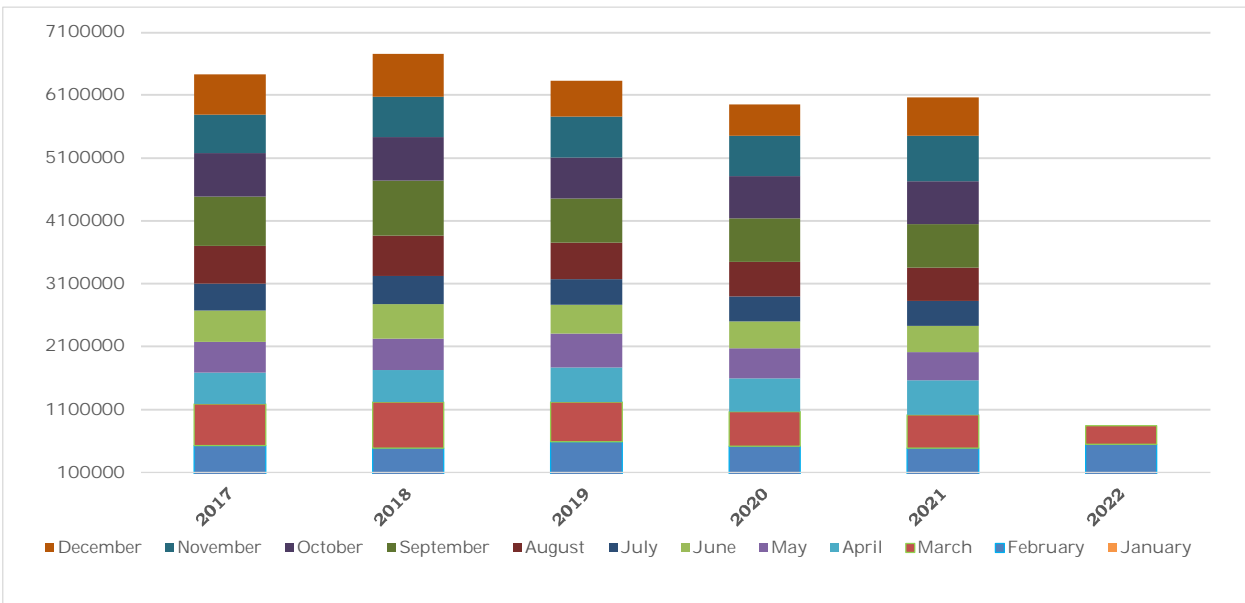
**City of Chesterfield
Sales Tax Totals
FY's 2017-2022**

Revenues	2017	2018	2019	2020	2021	% incr/-decr from 2020 to 2021	2022	% incr/-decr from 2021 to 2022
January	1,874,040	1,642,893	1,877,663	1,843,926	1,534,854	-16.76%	1,682,578	9.62%
February	1,573,708	2,111,792	1,789,190	1,958,374	1,526,524	-22.05%	2,093,154	37.12%
March	1,958,276	2,218,119	2,247,718	1,950,844	1,895,241	-2.85%	-	-100.00%
April	1,565,913	1,706,183	1,693,494	1,553,234	1,604,881	3.33%	-	-100.00%
May	1,348,555	1,488,650	1,298,400	1,363,247	1,369,758	0.48%	-	-100.00%
June	1,532,820	1,823,206	1,956,468	1,569,203	2,159,539	37.62%	-	-100.00%
July	2,018,137	2,218,669	2,042,048	1,479,564	1,905,545	28.79%	-	-100.00%
August	1,356,439	1,611,136	1,614,003	1,475,941	1,812,786	22.82%	-	-100.00%
September	1,997,968	2,208,999	2,301,366	2,116,585	2,481,110	17.22%	-	-100.00%
October	1,463,498	1,789,400	1,671,972	1,681,630	2,073,871	23.33%	-	-100.00%
November	1,222,073	1,545,432	1,610,237	1,491,165	1,659,731	11.30%	-	-100.00%
December	2,300,456	1,906,113	2,021,934	1,957,417	2,314,964	18.27%	-	-100.00%
Total	20,211,883	22,270,590	22,124,494	20,441,131	22,338,803	20.86%	3,775,732	23.33%



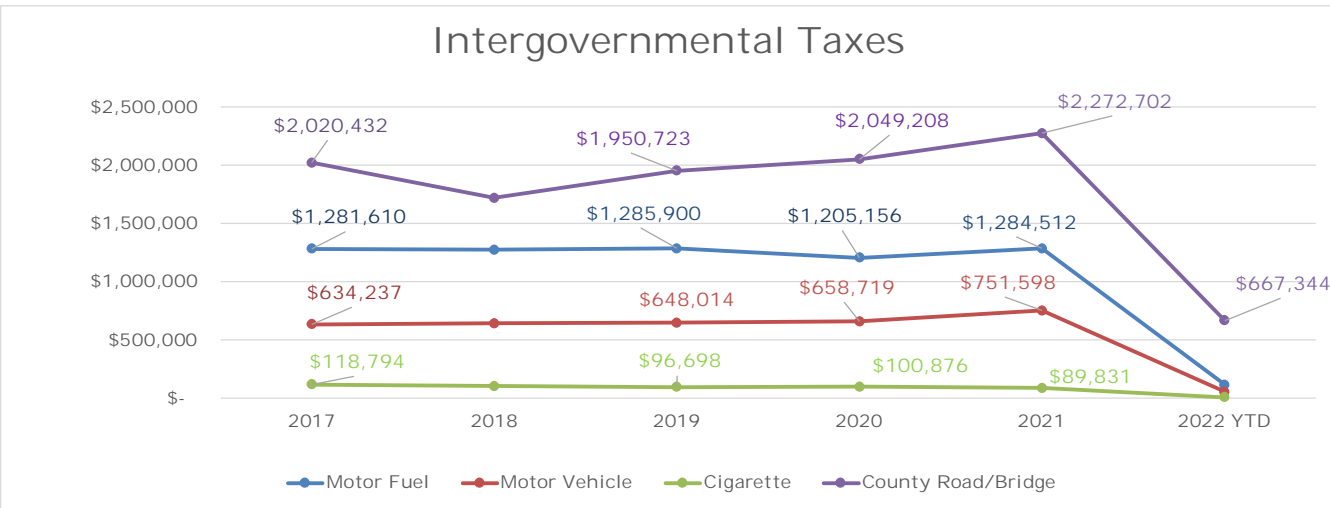
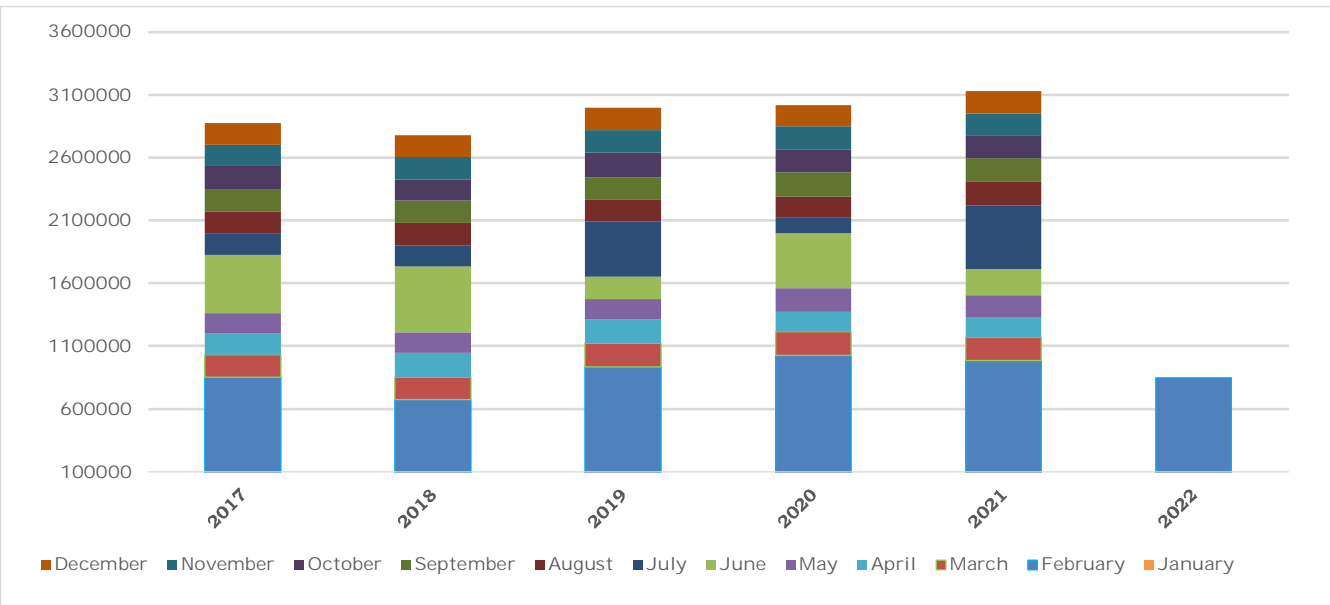
General Fund
Utility Tax Totals
FY's 2017-2022

Revenues	2017	2018	2019	2020	2021	% incr/-decr from 2020 to 2021	2022	% incr/-decr from 2021 to 2022
January	521,632	486,659	581,674	516,424	485,252	-6.04%	549,466	13.23%
February	668,292	734,230	630,924	551,186	530,038	-3.84%	287,535	-45.75%
March	497,101	500,660	558,710	523,122	548,018	4.76%	-	-100.00%
April	484,173	501,981	533,985	482,939	452,321	-6.34%	-	-100.00%
May	502,778	547,237	460,446	429,019	413,289	-3.67%	-	-100.00%
June	425,601	454,745	404,933	396,427	400,887	1.13%	-	-100.00%
July	595,868	632,977	584,085	547,207	525,124	-4.04%	-	-100.00%
August	789,787	876,693	695,249	689,184	692,936	0.54%	-	-100.00%
September	691,136	700,677	660,067	675,239	683,997	1.30%	-	-100.00%
October	615,581	636,630	649,929	640,383	723,456	12.97%	-	-100.00%
November	640,303	686,414	571,068	494,425	603,410	22.04%	-	-100.00%
December	477,108	492,506	463,179	430,209	427,496	-0.63%	-	-100.00%
Total	6,909,359	7,251,407	6,794,250	6,375,762	6,486,224	1.90%	837,001	13.23%



General Fund
Intergovernmental Tax Totals
FY's 2017-2022

Revenues	2017	2018	2019	2020	2021	% incr/-decr from 2020 to 2021	2022	% incr/-decr from 2021 to 2022
January	851,533	674,997	932,251	1,021,832	984,936	-3.61%	848,212	-13.88%
February	180,516	176,789	189,673	190,448	183,215	-3.80%	-	-100.00%
March	164,498	193,398	185,172	159,478	162,134	1.67%	-	-100.00%
April	167,767	163,430	166,182	188,790	173,391	-8.16%	-	-100.00%
May	461,483	523,306	176,443	434,797	208,179	-52.12%	-	-100.00%
June	173,343	169,799	437,528	124,501	502,523	303.63%	-	-100.00%
July	173,190	179,468	174,908	168,523	194,135	15.20%	-	-100.00%
August	178,706	177,586	178,845	192,430	182,424	-5.20%	-	-100.00%
September	182,568	166,921	196,427	182,898	180,897	-1.09%	-	-100.00%
October	167,224	176,147	178,025	182,146	176,477	-3.11%	-	-100.00%
November	170,766	172,585	176,196	170,382	176,780	3.75%	-	-100.00%
December	1,183,478	966,822	989,686	997,732	1,273,552	27.64%	-	-100.00%
Total	4,055,073	3,741,248	3,981,335	4,013,958	4,398,642	54.56%	848,212	-13.88%

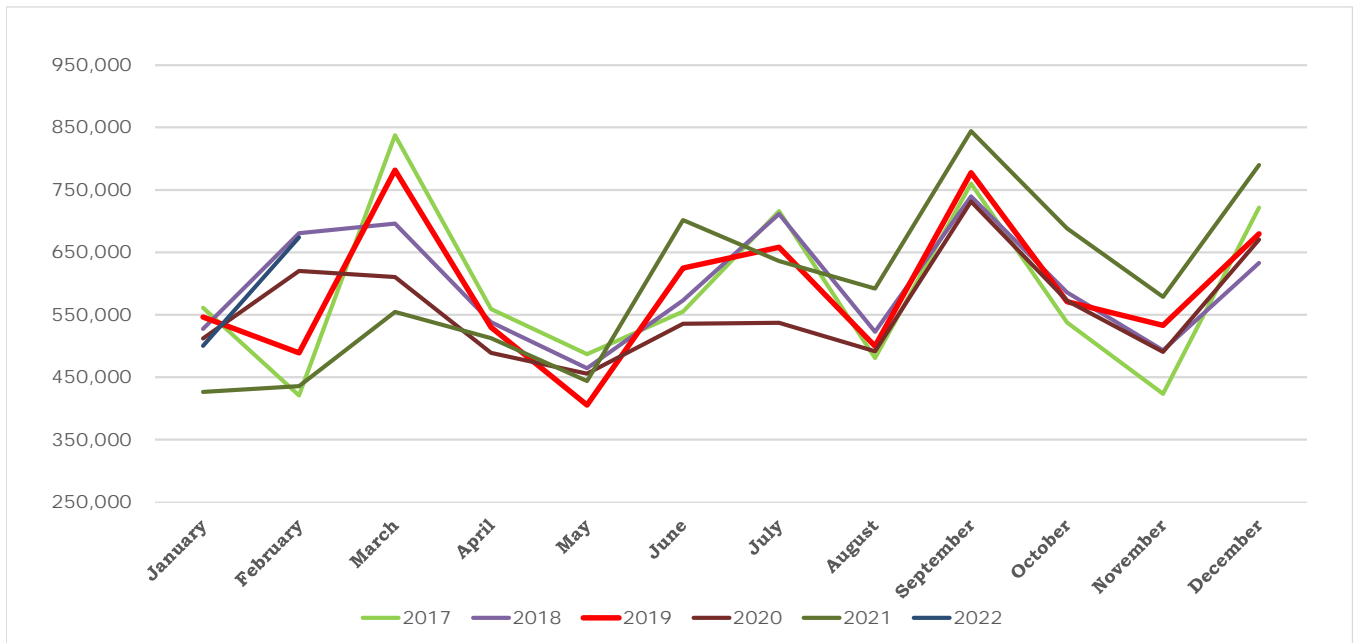


City of Chesterfield
Statement of Revenues and Expenditures (Cash Basis)
General Fund
FY2022
Month Ended February 14, 2022

	<u>2022 Budget</u>	<u>2022 YTD Actual</u>	<u>2022 Actual As % of Budget</u>
<u>General Fund Revenues:</u>			
Sales Taxes	\$ 6,915,000	\$ 1,174,640	17.0%
Utility Taxes:			
Gas, Water, and Electricity Taxes	5,648,000	703,959	12.5%
Telephone Taxes	725,000	133,268	18.4%
Licenses and permits	1,392,420	191,418	13.7%
Intergovernmental			
Taxes	4,285,500	848,212	19.8%
Grants	-	-	0.0%
Charges for services	92,100	6,069	6.6%
Court fines and forfeitures	796,152	140,698	17.7%
Other Revenues	318,183	107,614	33.8%
Total Revenues	<u>20,172,355</u>	<u>3,305,878</u>	<u>16.4%</u>
<u>General Fund Expenditures:</u>			
Executive & Legislative	74,671	11,046	14.8%
Administration	2,723,845	417,782	15.3%
Central Services	1,403,784	49,848	3.6%
Public Services	6,997,033	222,964	3.2%
Capital items for all dept.	459,106	-	0.0%
Total Expenditures	<u>11,658,439</u>	<u>701,640</u>	<u>6.0%</u>
Transfers In	-	-	0.0%
Transfers Out	<u>(8,578,314)</u>	<u>(844,496)</u>	<u>9.8%</u>

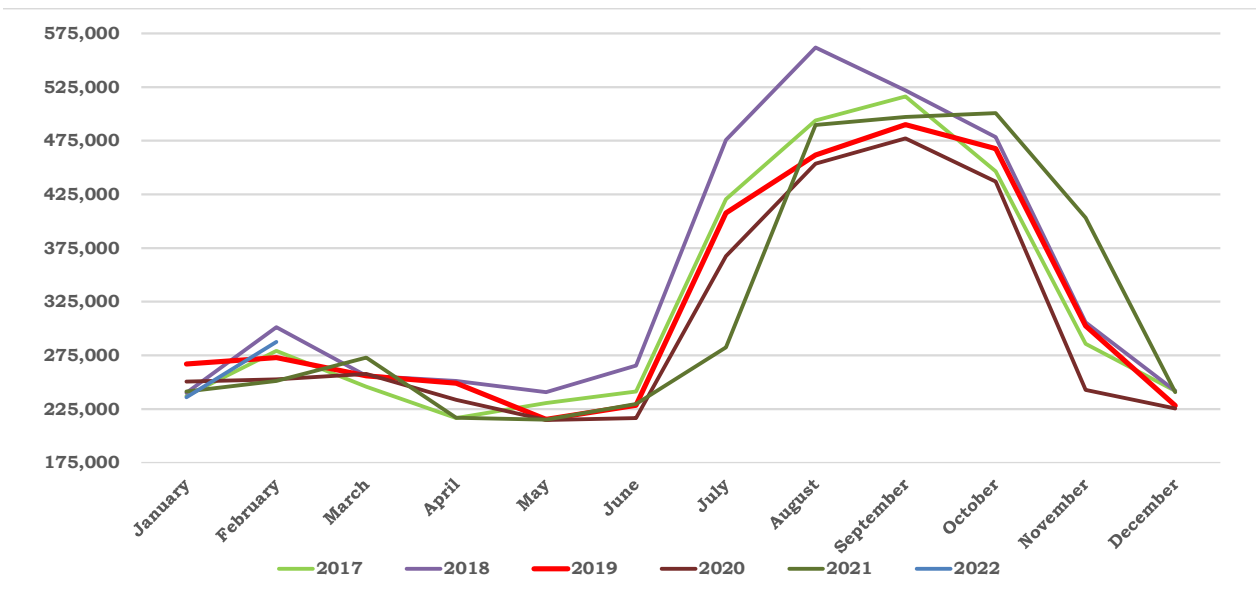
General Fund
Sales Tax
FY's 2017-2022

Revenues	2017	2018	2019	2020	2021	% incr/-decr from 2020 to 2021	2022	% incr/-decr from 2021 to 2022
January	561,167	527,666	546,623	512,350	426,783	-16.70%	500,384	17.25%
February	420,980	680,722	489,247	619,993	435,992	-29.68%	674,256	54.65%
March	837,570	696,023	781,521	610,317	554,396	-9.16%		-100.00%
April	559,042	538,378	530,052	489,212	512,832	4.83%		-100.00%
May	486,840	464,664	405,484	455,944	443,734	-2.68%		-100.00%
June	555,331	573,231	624,799	535,475	701,829	31.07%		-100.00%
July	716,153	711,126	658,266	537,056	636,281	18.48%		-100.00%
August	480,756	522,633	499,699	491,401	591,995	20.47%		-100.00%
September	760,229	739,637	777,310	731,675	843,967	15.35%		-100.00%
October	537,883	585,894	571,231	572,558	688,156	20.19%		-100.00%
November	423,338	493,373	533,344	490,643	578,810	17.97%		-100.00%
December	721,667	632,910	679,794	670,518	789,863	17.80%		-100.00%
Total	7,060,957	7,166,257	7,097,370	6,717,141	7,204,638	19.15%	1,174,640	36.15%



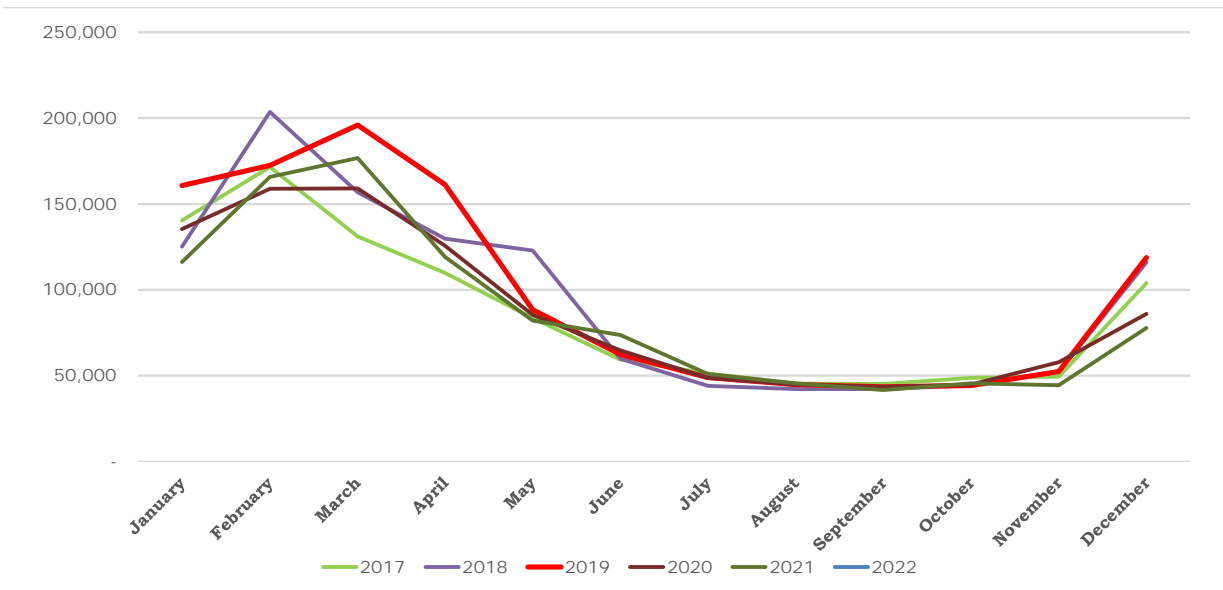
**General Fund
Utility Taxes - Electric
FY's 2017-2022**

Revenues	2017	2018	2019	2020	2021	% incr/-decr from 2020 to 2021	2022	% incr/-decr from 2021 to 2022
January	237,016	239,982	266,881	250,541	241,287	-3.69%	236,072	-2.16%
February	279,236	301,329	273,017	252,710	251,208	-0.59%	287,535	14.46%
March	245,627	255,911	255,832	257,751	272,867	5.86%		-100.00%
April	216,575	250,957	248,955	233,418	216,804	-7.12%		-100.00%
May	230,454	240,779	215,335	214,909	214,942	0.02%		-100.00%
June	241,186	265,501	228,520	216,475	229,573	6.05%		-100.00%
July	420,642	475,558	407,727	367,267	282,578	-23.06%		-100.00%
August	493,852	561,716	461,623	453,424	489,702	8.00%		-100.00%
September	516,119	521,837	489,852	477,295	496,951	4.12%		-100.00%
October	446,520	478,362	467,739	436,764	500,634	14.62%		-100.00%
November	285,617	305,739	302,460	242,820	403,100	66.01%		-100.00%
December	241,846	241,689	228,173	225,424	240,721	6.79%		-100.00%
Total	3,854,691	4,139,360	3,846,113	3,628,798	3,840,367	12.84%	523,607	6.32%



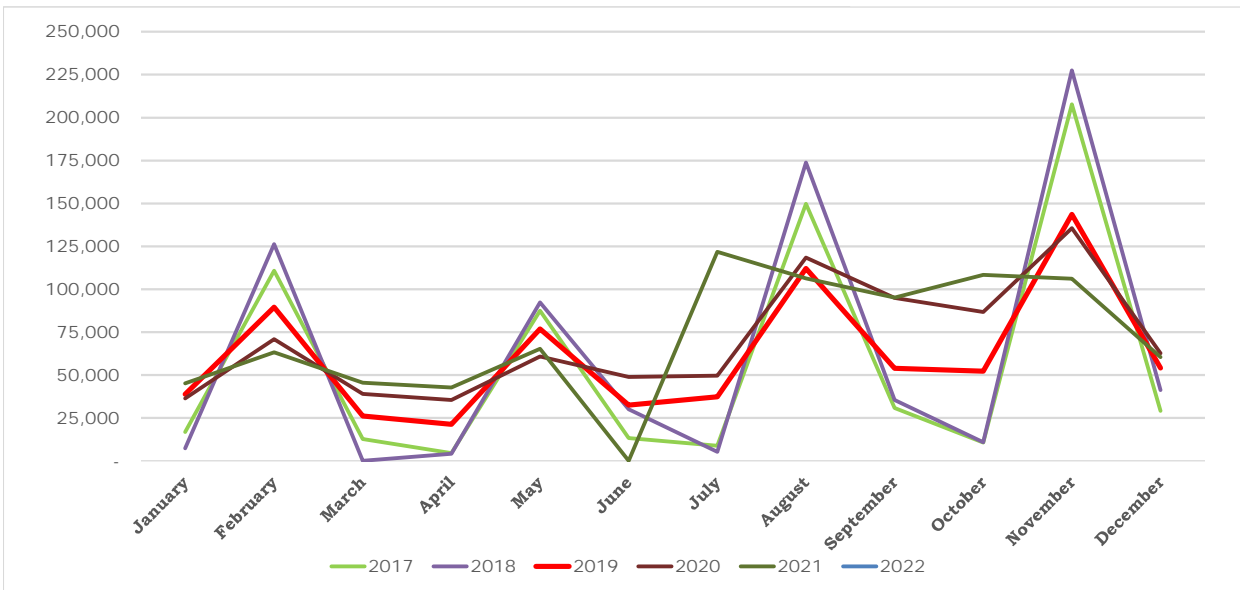
General Fund
 Utility Taxes - Gas
 FY's 2017-2022

Revenues	2017	2018	2019	2020	2021	% incr/-decr from 2020 to 2021	2022	% incr/-decr from 2021 to 2022
January	140,475	125,137	160,825	135,384	116,253	-14.13%	131,053	12.73%
February	171,528	203,609	172,406	158,939	165,897	4.38%		-100.00%
March	131,257	156,894	196,016	159,071	176,676	11.07%		-100.00%
April	109,971	129,827	161,328	125,773	119,195	-5.23%		-100.00%
May	83,578	122,955	88,499	85,467	82,127	-3.91%		-100.00%
June	59,383	59,958	62,318	64,820	73,698	13.70%		-100.00%
July	51,352	44,063	48,908	48,736	50,961	4.57%		-100.00%
August	45,505	42,183	44,854	44,875	45,598	1.61%		-100.00%
September	45,083	42,262	43,563	43,553	41,576	-4.54%		-100.00%
October	48,858	44,528	44,301	44,872	45,693	1.83%		-100.00%
November	49,561	52,095	52,470	57,936	44,582	-23.05%		-100.00%
December	103,950	116,070	118,926	86,131	77,788	-9.69%		-100.00%
Total	1,040,501	1,139,582	1,194,414	1,055,557	1,040,044	14.10%	131,053	12.73%



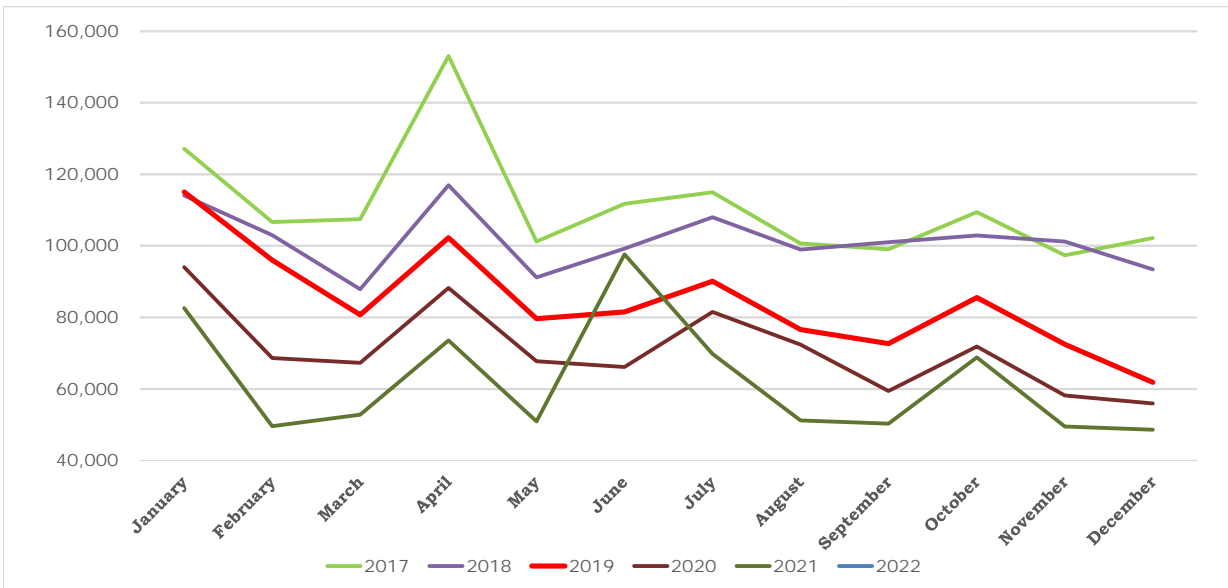
General Fund
Utility Taxes - Water
FY's 2017-2022

Revenues	2017	2018	2019	2020	2021	% incr/-decr from 2019 to 2020	2022	% incr/-decr from 2021 to 2022
January	16,953	7,411	38,865	36,464	45,122	23.75%	49,299	9.26%
February	110,900	126,284	89,510	70,926	63,365	-10.66%		-100.00%
March	12,775	-	26,147	39,013	45,643	16.99%		-100.00%
April	4,508	4,196	21,402	35,503	42,732	20.36%		-100.00%
May	87,531	92,323	76,974	60,881	65,252	7.18%		-100.00%
June	13,307	30,053	32,540	49,012	0	-100.00%		-100.00%
July	8,933	5,323	37,303	49,665	121,780	145.20%		-100.00%
August	149,736	173,803	112,175	118,450	106,413	-10.16%		-100.00%
September	30,894	35,542	54,016	94,989	95,194	0.22%		-100.00%
October	10,802	10,817	52,351	86,857	108,297	24.68%		-100.00%
November	207,731	227,364	143,649	135,506	106,216	-21.62%		-100.00%
December	29,163	41,350	54,196	62,688	60,406	-3.64%		-100.00%
Total	683,234	754,464	739,127	839,954	860,420	34.07%	49,299	9.26%



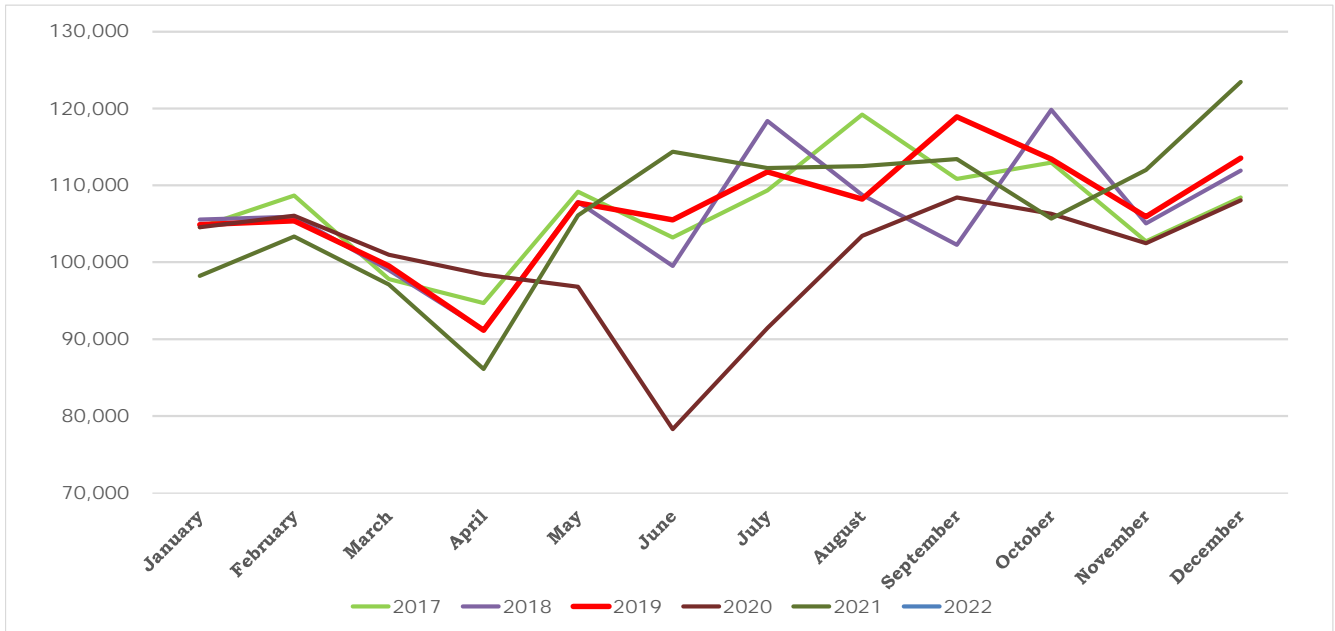
General Fund
 Utility Taxes - Telephone
 FY's 2017-2022

Revenues	2017	2018	2019	2020	2021	% incr/-decr from 2020 to 2021	2022	% incr/-decr from 2021 to 2022
January	127,188	114,129	115,103	94,036	82,590	-12.17%	133,042	61.09%
February	106,627	103,008	95,992	68,611	49,569	-27.75%		-100.00%
March	107,442	87,855	80,715	67,287	52,832	-21.48%		-100.00%
April	153,118	117,001	102,300	88,245	73,588	-16.61%		-100.00%
May	101,215	91,179	79,639	67,762	50,970	-24.78%		-100.00%
June	111,726	99,234	81,555	66,120	97,616	47.64%		-100.00%
July	114,941	108,032	90,146	81,538	69,804	-14.39%		-100.00%
August	100,694	98,992	76,597	72,434	51,223	-29.28%		-100.00%
September	99,040	101,037	72,637	59,402	50,277	-15.36%		-100.00%
October	109,400	102,923	85,539	71,890	68,832	-4.25%		-100.00%
November	97,394	101,216	72,489	58,163	49,511	-14.88%		-100.00%
December	102,148	93,396	61,884	55,966	48,581	-13.19%		-100.00%
Total	1,330,933	1,218,001	1,014,595	851,453	745,393	1.09%	133,042	61.09%



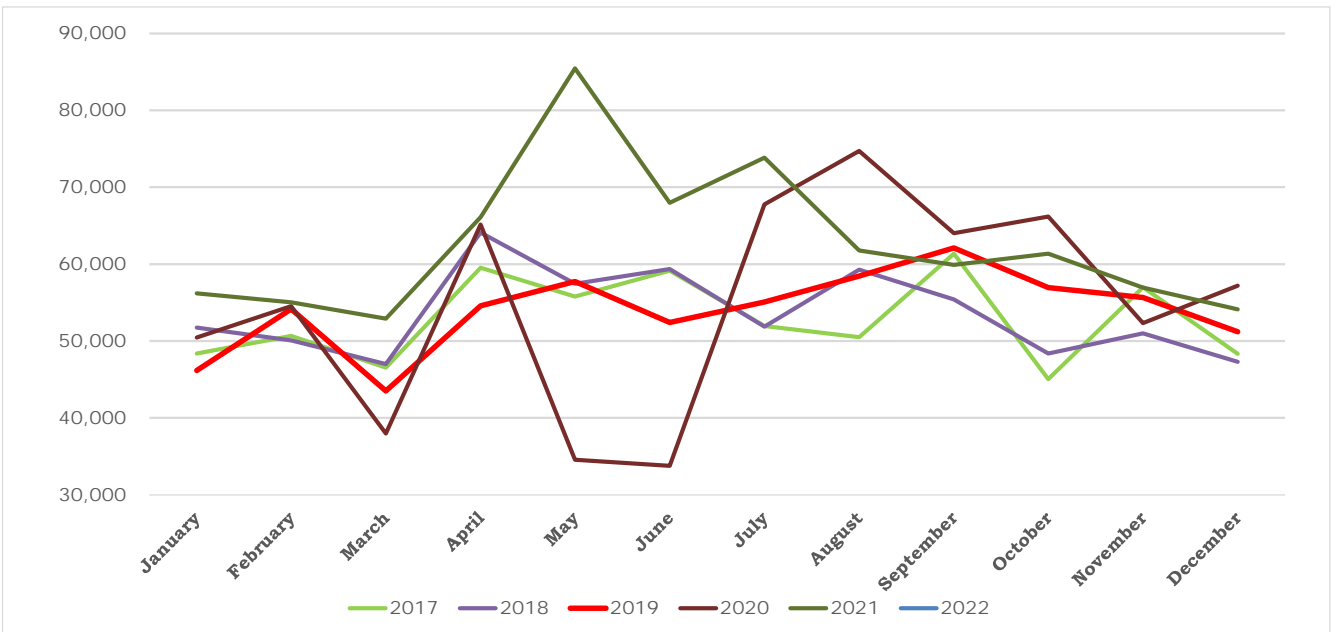
General Fund
 Motor Fuel Tax
 FY's 2017-2022

Revenues	2017	2018	2019	2020	2021	% incr/-decr from 2020 to 2021	2022	% incr/-decr from 2021 to 2022
January	104,569	105,559	104,895	104,544	98,235	-6.03%	115,304	17.37%
February	108,656	105,924	105,390	106,050	103,324	-2.57%		-100.00%
March	97,810	98,970	99,498	100,988	97,105	-3.84%		-100.00%
April	94,691	91,191	91,166	98,389	86,135	-12.45%		-100.00%
May	109,183	107,858	107,694	96,806	106,069	9.57%		-100.00%
June	103,232	99,514	105,506	78,301	114,383	46.08%		-100.00%
July	109,317	118,347	111,733	91,445	112,246	22.75%		-100.00%
August	119,204	108,740	108,221	103,421	112,506	8.78%		-100.00%
September	110,824	102,242	118,924	108,412	113,406	4.61%		-100.00%
October	112,954	119,851	113,412	106,284	105,654	-0.59%		-100.00%
November	102,739	105,057	105,909	102,461	112,003	9.31%		-100.00%
December	108,431	111,907	113,549	108,055	123,444	14.24%		-100.00%
Total	1,281,610	1,275,160	1,285,900	1,205,156	1,284,512	29.14%	115,304	17.37%



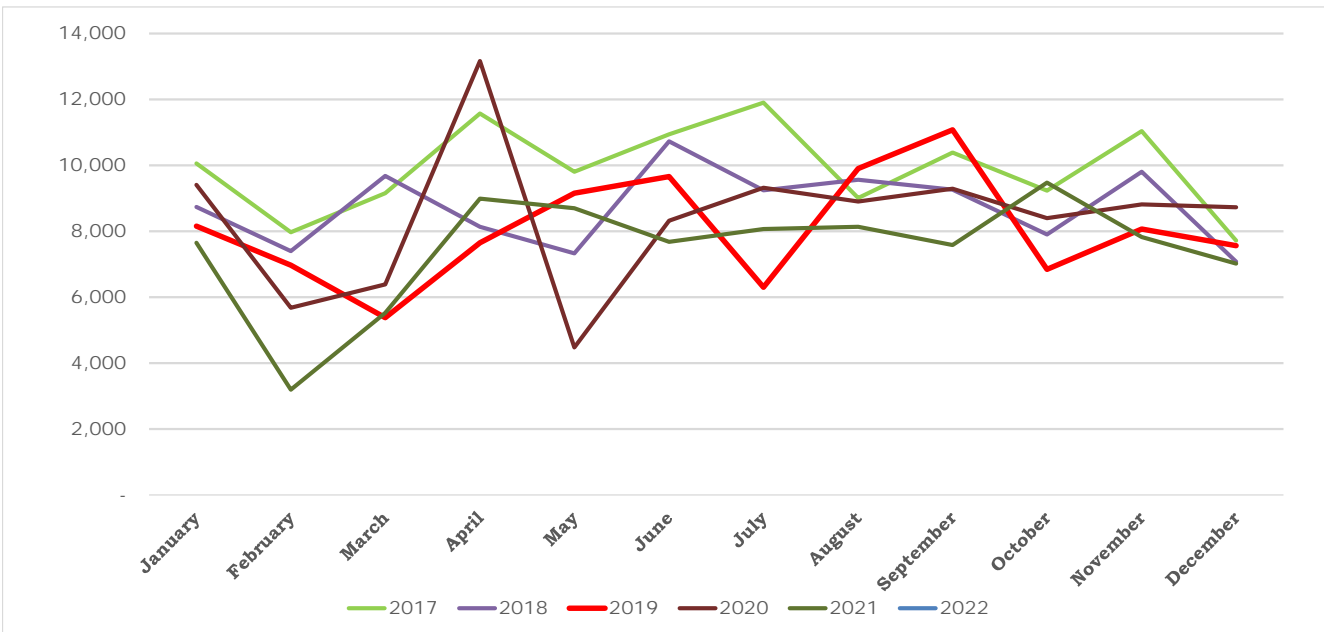
General Fund
 Motor Vehicle Sales Tax
 FY's 2017-2022

Revenues	2017	2018	2019	2020	2021	% incr/-decr from 2020 to 2021	2022	% incr/-decr from 2021 to 2022
January	48,387	51,766	46,162	50,465	56,205	11.37%	56,289	0.15%
February	50,672	50,084	54,171	54,534	55,028	0.91%		-100.00%
March	46,534	47,006	43,525	37,976	52,924	39.36%		-100.00%
April	59,526	64,108	54,562	65,144	66,103	1.47%		-100.00%
May	55,776	57,447	57,723	34,569	85,447	147.18%		-100.00%
June	59,165	59,360	52,404	33,781	67,958	101.17%		-100.00%
July	51,974	51,878	55,077	67,757	73,821	8.95%		-100.00%
August	50,494	59,280	58,440	74,728	61,779	-17.33%		-100.00%
September	61,356	55,413	62,126	64,022	59,910	-6.42%		-100.00%
October	45,034	48,395	56,932	66,191	61,352	-7.31%		-100.00%
November	56,990	51,007	55,666	52,350	56,957	8.80%		-100.00%
December	48,327	47,276	51,226	57,202	54,115	-5.40%		-100.00%
Total	634,237	643,020	648,014	658,719	751,598	36.86%	56,289	0.15%



General Fund
Cigarette Tax
FY's 2017-2022

Revenues	2017	2018	2019	2020	2021	% incr/-decr from 2020 to 2021	2022	% incr/-decr from 2021 to 2022
January	10,061	8,736	8,154	9,404	7,650	-18.66%	9,276	21.26%
February	7,974	7,396	6,971	5,680	3,188	-43.88%		-100.00%
March	9,151	9,683	5,373	6,390	5,526	-13.52%		-100.00%
April	11,571	8,131	7,647	13,160	8,987	-31.71%		-100.00%
May	9,804	7,327	9,153	4,473	8,702	94.56%		-100.00%
June	10,945	10,729	9,655	8,319	7,683	-7.64%		-100.00%
July	11,899	9,242	6,301	9,321	8,068	-13.44%		-100.00%
August	9,008	9,566	9,898	8,903	8,139	-8.58%		-100.00%
September	10,388	9,265	11,072	9,289	7,581	-18.39%		-100.00%
October	9,236	7,900	6,839	8,394	9,471	12.83%		-100.00%
November	11,038	9,809	8,068	8,814	7,820	-11.28%		-100.00%
December	7,718	7,079	7,566	8,729	7,016	-19.62%		-100.00%
Total	118,794	104,864	96,698	100,876	89,831	7.80%	9,276	21.26%



City of Chesterfield
Statement of Revenues and Expenditures (Cash Basis)
Public Safety Fund
FY2022
Month Ended February 14, 2022

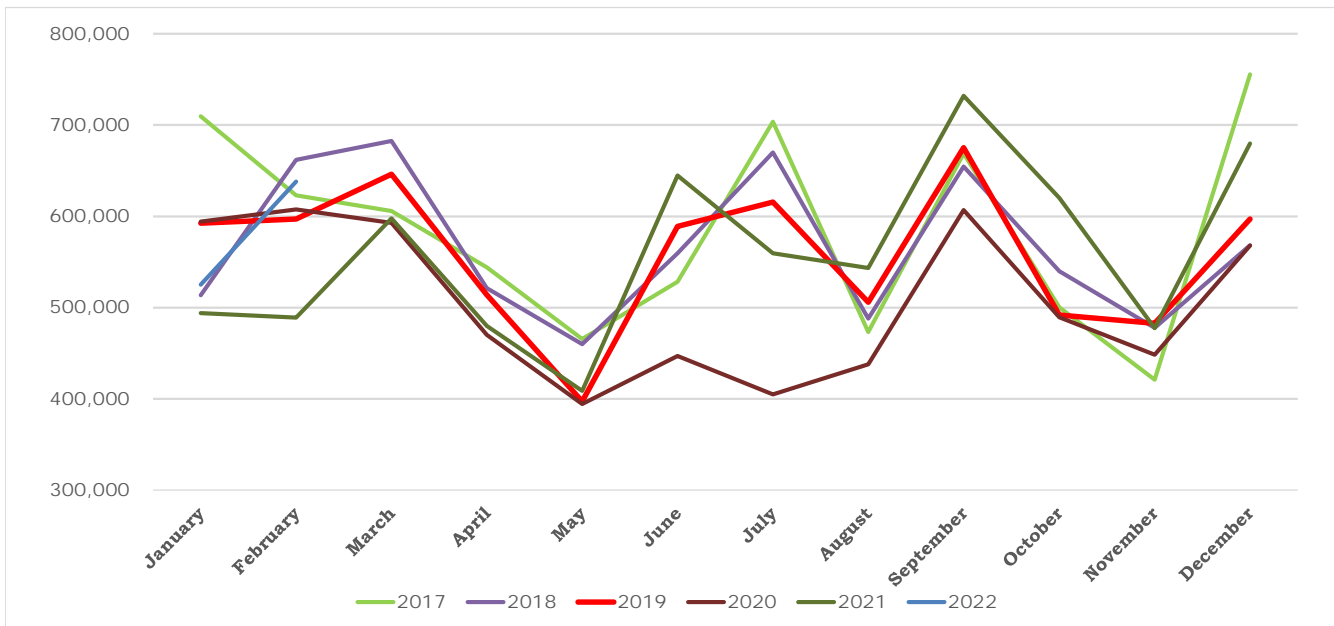
	<u>2022 Budget</u>	<u>2022 YTD Actual</u>	<u>2022 Actual As % of Budget</u>
<u>General Fund Revenues:</u>			
Sales Taxes	\$ 2,636,000	\$ 449,130	17.0%
Other	\$ 977,206	\$ 48,719	5.0%
Transfers from GF	\$ 8,460,917	\$ 844,496	10.0%
Total Revenues	<u>12,074,123</u>	<u>1,342,345</u>	<u>11.1%</u>
<u>Public Safety Fund Expenditures:</u>			
Police	12,074,123	1,342,345	11.1%
Total Expenditures	<u>12,074,123</u>	<u>1,342,345</u>	<u>11.1%</u>

City of Chesterfield
Statement of Revenues and Expenditures(Cash Basis)
Parks Sales Tax Fund
FY2022
Month Ended February 14, 2022

	2022 Budget	2022 YTD Actual	2022 Actual As % of Budget
Revenues:			
Sales Tax	\$ 6,474,100	\$ 1,163,192	17.97%
Intergovernmental	525,000	-	0.00%
Parks and Recreation	2,125,600	35,598	1.67%
Other Revenues	20,460	3,810	18.62%
Total Revenues	9,145,160	1,202,600	13.15%
Expenditures:			
Parks	6,801,619	378,918	5.57%
Transfers In/Out (net)	1,984,544	4,000	0.20%

Park Sales Tax Fund
 Park Sales Tax
 FY's 2017-2022

Revenues	2017	2018	2019	2020	2021	% incr/-decr from 2020 to 2021	2022	% incr/-decr from 2021 to 2022
January	709,661	513,770	592,664	594,364	493,932	-16.90%	525,233	6.34%
February	623,095	662,025	596,918	607,500	489,277	-19.46%	637,960	30.39%
March	605,786	682,606	646,180	592,994	597,951	0.84%		-100.00%
April	544,249	521,473	513,996	470,077	480,136	2.14%		-100.00%
May	465,725	459,803	397,312	394,532	408,605	3.57%		-100.00%
June	528,371	559,493	589,028	447,233	644,785	44.17%		-100.00%
July	703,775	670,055	615,709	404,914	559,587	38.20%		-100.00%
August	473,327	488,123	505,833	438,003	543,513	24.09%		-100.00%
September	669,048	654,621	675,012	606,822	731,850	20.60%		-100.00%
October	500,332	540,057	491,866	489,394	620,205	26.73%		-100.00%
November	420,921	478,083	482,983	448,532	477,662	6.49%		-100.00%
December	755,509	568,331	597,087	567,880	679,696	19.69%		-100.00%
Total	6,999,799	6,798,440	6,704,589	6,062,244	6,727,198	22.44%	1,163,192	18.31%



City of Chesterfield
Statement of Revenues and Expenditures(Cash Basis)
Capital Sales Tax Fund
FY2022
Month Ended February 14, 2022

	<u>2022 Budget</u>	<u>2022 YTD Actual</u>	<u>2022 Actual As % of Budget</u>
Revenues:			
Sales Tax	\$ 5,502,900	\$ 988,770	17.97%
Other Revenues	<u>55,000</u>	<u>-</u>	<u>0.00%</u>
Total Revenues	<u>5,557,900</u>	<u>988,770</u>	<u>17.79%</u>
Expenditures:			
Public Works	<u>7,128,615</u>	<u>78,554</u>	<u>1.10%</u>
Transfers In	-	-	0.00%
Transfers Out	<u>1,009,263</u>	<u>-</u>	<u>0.00%</u>
Net Transfers	<u>(1,009,263)</u>	<u>-</u>	<u>0.00%</u>

Capital Improvement Sales Tax Fund
 Capital Improvement Sales Tax
 FY's 2017-2022

Revenues	2017	2018	2019	2020	2021	% incr/-decr from 2020 to 2021	2022	% incr/-decr from 2021 to 2022
January	603,212	436,705	503,765	505,210	419,842	-16.90%	446,448	6.34%
February	529,633	562,765	507,380	516,375	415,886	-19.46%	542,322	30.40%
March	514,921	580,217	549,253	504,045	508,259	0.84%		-100.00%
April	462,621	443,254	436,897	399,566	408,115	2.14%		-100.00%
May	395,990	390,834	337,716	335,352	347,314	3.57%		-100.00%
June	449,118	475,569	500,675	380,149	548,067	44.17%		-100.00%
July	598,209	569,551	523,353	344,177	475,649	38.20%		-100.00%
August	402,355	414,904	429,959	372,182	461,986	24.13%		-100.00%
September	568,691	556,429	573,760	515,798	622,072	20.60%		-100.00%
October	425,282	459,046	418,086	415,985	527,174	26.73%		-100.00%
November	357,784	406,371	410,537	381,252	406,013	6.49%		-100.00%
December	642,183	483,081	507,524	482,698	577,741	19.69%		-100.00%
Total	5,950,000	5,778,725	5,698,904	5,152,788	5,718,118	22.44%	988,770	18.31%

