

NATCHITOCHES PARISH TOURIST COMMISSION
MONTHLY COMMISSION MEETING
Conference Room NPTC – 780 Front Street, Suite 100
Tuesday April 16, 2013
5:15 PM

John Puckett: Call to Order

Ms. Harper: Roll Call

Mission Statement: The mission of the Natchitoches Area Convention & Visitors Bureau is to provide leadership in initiating and coordinating the worldwide marketing of Natchitoches Parish as a highly desirable vacation and meeting destination; to solicit and service meeting and other group-related business; and to engage in visitor promotions which generate overnight stays in Natchitoches Parish, thereby enhancing and developing the economic fabric of the community

John Puckett: Introduction & Welcome Guests

Comments from Guests/Visitors:

John Puckett: *Minutes from March 19, 2013

Ms. Harper: *Financial Report as of March 31, 2013
Discussion/Approval

Ms. Harper: Director/Staff Reports

John Puckett: New Business
*Resolution Rails To Trails
*Resolution Louisiana Office of Tourism – Marketing Grant
Discussion regarding board retreat topics

- Availability Public Information
- Website Consultant
- Budget line items regarding staff salaries

Committee Reports: Budget Committee
Advertising Committee

John Puckett: Unfinished Business

Commissioners: Comments/Other Business

Next Meeting Date: Tuesday May 21, 2013
5:15 PM – Conference Room Natchitoches Parish Tourist Commission
780 Front Street, Suite 101

***Voting Issues**

Conflict of Interest Statement: The Directors of the Natchitoches Parish Tourist Commission, resolve that no member of the Board of Commissioners shall participate in any discussion or vote on any matter in which he or she or a member of his or her immediate family has potential conflict of interest due to having material economic involvement regarding the matter being discussed. When such a situation presents itself, the commissioner must announce his or her potential conflict, disqualify him or herself, and be excused from the meeting until discussion is over on the matter involved. The Chairman of the meeting is expected to make inquiry if such conflict appears to exist and the board member has not made it known.

NATCHITOCHES PARISH TOURIST COMMISSION
MONTHLY BOARD MEETING
Natchitoches Arts Center
Tuesday March 19, 2013
5:15 – 7:30 PM

Mission Statement: The mission of the Natchitoches Area Convention & Visitors Bureau is to provide leadership in initiating and coordinating the worldwide marketing of Natchitoches Parish as a highly desirable vacation and meeting destination; to solicit and service meeting and other group-related business; and to engage in visitor promotions which generate overnight stays in Natchitoches Parish, thereby enhancing and developing the economic fabric of the community.

Mr. Puckett called the meeting to order at 5:15 pm.

Ms. Harper called roll.

Commissioners Present: Eddie Harrington, Kim Isbell, J. Michael Kinney, David McGraw, Mary Ann Nunley John Puckett and Lori Woodard

Commissioners Absent: None

Staff Present: Iris Harper, Denise O'Bannon, Arlene Gould, Farrah Reyna

Guests present: Guests present included Rick Nowlin (Parish President), Chris Post & Melissa Cloutier Celles (NEC), Bill Vance (Elite Broadcasting), Shirley Small-Rougeau (Natchitoches Genealogy Library), Steven Niette (Natchitoches Times), Elizabeth Wysingle, Jack Duty (Casa Executive Director)

Chairman Puckett asked the commissioners for a motion to approve minutes from the meeting held February 19, 2013.

MINUTES: Mr. McGraw mentioned that there was discussion at last month's meeting that should have been included in the minutes. The discussion was regarding the 'flower girl' ad and concern over lack of 4th quarter marketing dollars. Mr. McGraw thought it was too important to not include. Ms. Harper stated that the discussion was not on the agenda and no action had been taken on the discussion therefore it was not included.

Mr. Puckett noted we could amend the minutes to include the discussion if we had a motion.

MOTION: Mr. McGraw made a motion to amend the minutes to include the revisions. Eddie Harrington second and also added that the 'flower girl' was not generated or paid for by this office.

FINANCIALS DECEMBER: Ms. Harper asked the commissioners to review the General Ledger as of December 31, 2012.

MOTION TO APPROVE: Motion to approve December financials as presented made by David McGraw with second made by Eddie Harrington. No further discussion all approved.

FINANCIALS JANUARY: Due to delay in getting December approved the January financials had been tabled. Mr. Puckett asked for a motion to approve.

MOTION TO APPROVE: Kim Isbell made a motion to approve January 2013 financials as presented with second made by David McGraw. No further discussion all approved.

FINANCIALS FEBRUARY: General Ledger as of February 28, 2013: Exchange Bank Checking Account: \$11,569.88; Bank of Montgomery CDs \$25,815.65; Various A/R \$3,611. Total current assets: \$40,996.53.

Receipts as of February 28, 2013: Occupancy Taxes \$17,468.43; Visitor Enterprise Funds, \$0, Reimbursements: \$0; Interest \$21.91. Total receipts \$17,490.34.

Expenses as of February 28, 2013: were reviewed for a total of \$88,231.89. Ms. Harper reviewed the Advertising details \$13,092.49.

Occupancy tax collections were reviewed. Total collections \$18,008.69 less the administrative fee of \$540.26 for a net of \$17,468.42. This is less \$4,043.58 or -23.148% than 2012.

Discussion followed regarding the low revenue collections; Melissa Celles asked about the outdated billboards on I-49. Ms. O'Bannon noted we had been in contact with Drigger's and the weather has caused delays. Ms. Nunley asked if we had a contract and Ms. Harper noted we did not. Ms. Celles asked which ad was paid for on the budget. Ms. Harper stated it was for Small Market Meetings.

Mr. McGraw had some questions regarding the check register including the \$300 paid monthly to Natchitoches.net. Ms. Harper explained that this was not just a hosting fee but for creative work; site construction and more. Mr. Summerlin is our IT person. McGraw stated we should not be paying more than \$150 for monthly service. Additional discussion followed regarding the website.

Mr. Puckett asked for the Advertising Committee to review the website and associated costs. Mr. McGraw suggested an IT group out of Shreveport to consult on the matter.

Mr. McGraw, Mrs. Nunley questioned the climate control storage unit. Why was it needed? Size? Mr. Puckett explained that the storage unit is for brochures, visitor guides and general storage. The unit is also used for storage of Tourist Commission archives. The size is 10' x 30'. We receive visitor guides on pallets. Mrs. Nunley asked about updating and printing of the Visitor Guides. The next issue will be printed in June or July. Mrs. Isbell noted that the proofs are seen by the board prior to printing.

Mr. Puckett asked for approval of February financials. Motion to approve the financials as presented made by David McGraw; second by Mary Ann Nunley. No further discussion. All approved.

STAFF REPORTS: Ms. Harper asked all of the commissioners to review the enclosed reports. Mrs. Nunley commented on groups coming to Natchitoches and if the group report reflected all the buses. Arlene explained that the report covered the groups who she knew personally visited Natchitoches. Mrs. Nunley asked Arlene to write down any buses or groups anyone sees in town so that they could be reported also.

Melissa Cloutier asked us why we didn't have inclusive numbers from all the venues, tour operators that host groups. She asked if we couldn't send out an email to all attractions and venues to get their numbers.

Mary Ann Nunley asked Arlene to send out an email each month in regards to gathering numbers for a clearer view of number of groups visiting. Add another column with information from the NPTC and other groups in town visiting. Denise noted that the Front Desk has stats from attractions in regards to visitation but it is not broken down into groups.

NEW BUSINESS: Mr. Puckett reviewed the board retreat held on Saturday March 16 from 11am – 1pm. Ideas were expressed. Mr. Puckett presented the proposal from Cane River National Heritage Area (Tri-Centennial Committee) to fund 50% of Farrah Reyna's salary & benefits as Communications Director saving the NPTC \$18,605. Mr. Puckett and Ms. Harper moved with cooperative partnership so that the CRNHA could present to their board. Mrs. Nunley asked about the time and how was it divided? Ms. Harper noted that the details are being worked out. Ms. Harper asked the board which line item did they prefer to move the \$18,605? Mrs. Nunley made a motion to transfer the funds to the Advertising Line Item. Mr. Harrington seconded the motion. All approved no further discussion.

Mr. McGraw also asked for clarification on the part-time employee's line item and why it was \$30,000 because it looked like we didn't need more than \$20,000 and why couldn't we move that money into advertising. Mrs. Harper explained that the bulk of the part-time labor is in 3rd & 4th quarter. We budget \$30,000 and we can

amend that amount when the Budget Committee meets in July.

Mrs. Nunley asked why we needed the part time help in 1st & 2nd quarters when the revenue was so much less. Denise O'Bannon noted that we have 2 part timers and one is a full time student. We work around the student's schedules. Mrs. Nunley made a small suggestion in regards to students working to her schedule. Ms. O'Bannon stated that each part time person works up to 20 hours each week and that includes alternate weekends. The Visitor Center is open 9am – 5pm, 7 days a week and most major holidays.

Other discussion followed regarding full time and part time staff; job requirements, etc. Mrs. Isbell invited board members to visit and see what the various staff members do. Mr. McGraw commented on the amount of salary in the budget for part time staff. Mr. Puckett asked for the discussion to continue in a separate meeting.

Mr. Puckett asked about the Budget Committee and who would like to volunteer? Mary Ann Nunley, David McGraw and Kim Isbell offered to serve.

The Advertising Committee consists of John Puckett, Eddie Harrington and J. Michael Kenny.

Concerns over revenue and budget were discussed. Budgets from other Tourist Commissions were asked about. Ms. Harper noted that budget of other areas were included in the February meeting packet but she would continue to get additional information.

Strategic Planning Committee was also discussed. Ms Harper noted she would work on a template prior to the next board meeting.

The Budget Committee will review CPA proposals. Mr. McGraw wanted them at the next meeting but Mr. Puckett reminded everyone that the CPAs were in the middle of tax season. An RFP will be presented for approval and sent to area CPAs after the next board meeting. Mr. McGraw stated we should be able to get a CPA for \$150 a month.

Kim Isbell discussed the possibility of adding the cost per inquiry amount to the reports. Ms. Harper will work on this.

Mr. Puckett asked about getting a consensus for another board planning meeting on Tuesday, April 9. The meeting would be held after 5pm. Board members asked for an email reminder.

COMMENTS: Ms. Harper presented the School Field Trip guide that the office is working on with the city and the Tri-centennial education committee. Mrs. Nunley asked about the city tours and who offers this service. Mrs. Nunley asked Denise to send her a listing of the step-on guides.

Mrs. Small-Rougeau commented on the tri-centennial 'flower girl' ad. Since the tri-centennial commission is no longer in existence and she wanted the Tourist Commission to know and anyone else who will listen that the ad was very insulting and exclusive of what Natchitoches is all about. "We have 300 years of history and she had no idea what significance or importance a flower child has to the history of Natchitoches." Mr. Puckett did inform everyone that Cynthia Sutton, CRNHA was the new chairperson for the Tri-Centennial Celebration Committee and they were making every effort to insure that everyone will be represented. Mrs. Small-Rougeau wanted to make sure this would never happen again. Mr. McGraw also commented on the confusing message. He feels like with the past discussions that we had that he didn't think it would happen again. Other comments followed.

Mr. Puckett serves on the Mayor's Tri-Centennial Celebration Committee. Because of our partnership with the CRNHA and the Tri-Centennial Committee, the use of the 300 logo all future ads would be presented to numerous entities for approval.

Rick Nowlin appointed an Advisory Committee for Natchitoches Parish and Mrs. Small-Rougeau is his Vice-Chairman.

Mr. McGraw said if more people had known about the ad this would never have happened.

Melissa asked why the .pdf for the Events Center wasn't being included in the email blast. Melissa stated that the Events Center is an economic driver for the entire parish. Meeting planners want to know space. Melissa addressed the website at Natchitoches.net and the lack of a tab to direct planners to the correct page. It's distracting and archaic that we have ads on the front page. Mrs. Nunley noted this had been brought to her attention and is being corrected. Mr. Puckett asked for the email blast to be postponed. He asked that a tab be added to the front page to direct meeting planners to the page. The advertising committee will address other issues.

Farrah asked what the budget and plans were for the Events Center. Melissa, Farrah and Arlene agreed to meet and discuss. Mrs. Nunley asked Melissa what their plans are to market the event center? Melissa stated that they have a data base of meeting planners, they need to get the hotel in line but what they want the city to do, what every other city in small market meetings does is to feature more exposure about meeting space. They have a \$10,000 annual marketing budget from the city of Natchitoches and it doesn't go far.

Mr. Puckett asked that they get together with the advertising committee to work out a solution. Mr. McGraw again mentioned co-sharing of the building. He says we will have expense problems before the year is over if the revenue trend continues. It should help our expenses with a tight budget. Mr. Puckett asked the Budget Committee to review.

NEXT MEETING DATE: Tuesday April 16, 2013 – 5:15 pm – 780 Front Street, Suite 100. Natchitoches Visitor Center, conference room.

Motion to adjourn made by David McGraw; second by Eddie Harrington.

Draft minutes prepared by Iris Harper.

NATCHITOCHES PARISH TOURIST COMMISSION
GENERAL LEDGER AS OF
March 31, 2013

	A	B	C	D	E
CURRENT ASSETS					
1 Exchange Bank Checking			\$9,367.50		
Emergency Operating Fund Account					
2 Bank of Montgomery - Certificate of Deposit			\$25,825.55		
TOTAL CURRENT ASSETS				\$35,193.05	
ACCOUNTS RECEIVABLE					
3 Various - Cooperative Advertising Marketing	\$722.42				
City of Vidalia (\$200);LA North (\$500)Jazz Fest (\$22.42)					
TOTAL A/R-CURRENT ASSETS	\$722.42			\$35,915.47	
	BUDGET	AS OF	RECEIPTS	YTD	BALANCE
RECEIPTS/INCOME		2/28/2013	3/31/2013	REVENUE	
4 Hotel/Motel Occupancy Tax	\$325,000.00	\$51,413.34	\$18,909.30	\$70,322.64	\$254,677.36
5 Visitor Enterprise Funds-State of Louisiana	\$125,000.00	\$75,818.21	\$0.00	\$75,818.21	\$49,181.79
6 Roll Over Funds Checking, Emergency Funds, Etc.	\$25,000.00	\$0.00	\$0.00	\$0.00	\$25,000.00
7 Interest	\$0.00	\$21.91	\$9.90	\$31.81	(\$31.81)
8 Reimbursements Cooperative Advertising/Partnerships	\$15,000.00	\$5,555.00	\$4,154.00	\$9,709.00	\$5,291.00
9 Grant Funds	\$10,000.00	\$0.00	\$7,500.00	\$7,500.00	\$2,500.00
TOTAL	\$500,000.00	\$132,808.46	\$30,573.20	\$163,381.66	\$336,618.34
		AS OF	EXPENSES		
EXPENDITURES	BUDGET	2/28/2013	3/31/2013	YTD	BALANCE
10 Advertising/Marketing	\$153,985.00	\$22,379.04	\$640.03	\$23,019.07	\$130,965.93
11 Audit	\$5,500.00	\$0.00	\$0.00	\$0.00	\$5,500.00
12 Automobile Insurance	\$1,800.00	\$0.00	\$0.00	\$0.00	\$1,800.00
13 Bond Payment & Interest	\$56,725.00	\$56,725.00	\$0.00	\$56,725.00	\$0.00
14 Building Repairs & Monthly Maintenance	\$2,500.00	\$40.00	\$72.00	\$112.00	\$2,388.00
15 Climate Controlled Storage Facility	\$1,750.00	\$0.00	\$0.00	\$0.00	\$1,750.00
16 Computer Equipment, Programs & Service	\$4,000.00	\$120.00	\$120.00	\$240.00	\$3,760.00
17 Dues & Subscriptions	\$2,000.00	\$850.00	\$0.00	\$850.00	\$1,150.00
18 Equipment (Maintenance/Rental)	\$6,500.00	\$1,509.59	\$520.55	\$2,030.14	\$4,469.86
19 Hospitality	\$1,500.00	\$81.00	\$57.31	\$138.31	\$1,361.69
20 Insurance (Contents, Liability, Condo Fees)	\$4,500.00	\$2,448.33	\$2,305.24	\$4,753.57	(\$253.57)
21 Office Supplies & Printing	\$8,000.00	\$569.21	\$89.15	\$658.36	\$7,341.64
22 Postage/Shipping	\$8,000.00	\$1,000.00	\$698.69	\$1,698.69	\$6,301.31
23 Security/Alarm System	\$750.00	\$0.00	\$180.00	\$180.00	\$570.00
24 Telephone	\$6,500.00	\$1,069.09	\$452.86	\$1,521.95	\$4,978.05
25 Utilities	\$4,000.00	\$474.90	\$229.01	\$703.91	\$3,296.09
26 Vehicle Repairs & Maintenance	\$3,500.00	\$0.00	\$0.00	\$0.00	\$3,500.00
27 Salaries & Benefits	\$228,490.00	\$32,143.58	\$16,881.09	\$49,024.67	\$179,465.33
Total	\$500,000.00	\$119,409.74	\$22,245.93	\$141,655.67	\$358,344.33
EXPENDITURES (OVER)/UNDER RECEIPTS			\$8,327.27	\$21,725.99	
Prepared by Iris Harper					

**NATCHITOCHES CONVENTION VISITORS BUREAU
ADVERTISING/MARKETING REPORT AS OF MARCH 31, 2013**

		2013	AS OF	AS OF	TOTAL	BALANCE	Due as of
	LOCAL/NATIONAL/REGIONAL ADV	BUDGET	2/28/2013	3/31/2013			4/15/2013
1	Advertising Grants	\$12,000.00	\$0.00	(\$6,000.00)	(\$6,000.00)	\$18,000.00	
2	Alexandria Town Talk	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	
3	Billboard - I-49 - Alligator Park	\$2,100.00	\$800.00	\$0.00	\$800.00	\$1,300.00	\$200.00
4	Billboards - Interstate 49 - 2 locations (Ajax & Cypress)	\$4,000.00	(\$3,500.00)	\$0.00	(\$3,500.00)	\$7,500.00	
5	Christmas Festival Program	\$1,500.00	\$0.00	\$0.00	\$0.00	\$1,500.00	
6	KWKH Hook'n Up & Track'n Down Radio Show-Monthly	\$3,000.00	\$250.00	\$250.00	\$500.00	\$2,500.00	\$250.00
7	Louisiana Kitchen Magazine - 6x year	\$6,000.00	\$1,000.00	\$1,000.00	\$2,000.00	\$4,000.00	
8	Louisiana Life Magazine - 6x year	\$6,000.00	\$1,000.00	\$1,000.00	\$2,000.00	\$4,000.00	
9	Festival of Lights Premiere & December Events	\$5,000.00	\$0.00	\$0.00	\$0.00	\$5,000.00	
10	NSU Publications Theatre Department/Music Department	\$900.00	\$0.00	\$0.00	\$0.00	\$900.00	
11	Regional Advertising	\$4,085.00	\$2,555.00	\$0.00	\$2,555.00	\$1,530.00	
12	Ride Texas Magazine - 4x year	\$3,414.00	\$885.00	\$1,770.00	\$2,655.00	\$759.00	
13	Southern Lady Magazine - 6x year	\$6,000.00	\$1,000.00	\$1,000.00	\$2,000.00	\$4,000.00	
14	Travelhost of Shreveport- Bossier - 6x year	\$6,000.00	\$500.00	\$1,000.00	\$1,500.00	\$4,500.00	
15	Television Advertising - Spring Campaign	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	
16	Texas Tea Magazine - 4x year	\$3,900.00	\$1,645.00	\$975.00	\$2,620.00	\$1,280.00	
	SPECIALITY ADVERTISING						
17	Weddings with Style - 1x year	\$2,000.00	\$0.00	\$0.00	\$0.00	\$2,000.00	
	LOT/LTPA COOPERATIVE/SPECIAL PUBLICATIONS						
18	LTPA - Louisiana Tour Guide - Festival Listings	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	
19	LTPA - Recipe Book	\$1,500.00	\$1,500.00	\$0.00	\$1,500.00	\$0.00	
20	American Road Magazine - Autumn 2013	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	
21	American Road Magazine - Winter 2013	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	
22	AAA Southern Traveler - Jan/Feb	\$0.00	(\$1,802.00)	\$0.00	(\$1,802.00)	\$1,802.00	
23	AAA Southern Traveler-Mar/Apr	\$1,200.00	\$0.00	\$0.00	\$0.00	\$1,200.00	
24	AAA Southern Traveler-May/Jun	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	
25	AAA Southern Traveler-Jul/Aug	\$1,802.00	\$0.00	\$0.00	\$0.00	\$1,802.00	\$1,802.00
26	Arkansas Life Magazine -Fall 2013	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	
27	Arkansas Life Magazine-Winter 2013	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	
	LACVB/LA NORTH/LOT BUY INS						
28	Various Shows/Sponsorships	\$1,000.00	\$0.00	\$0.00	\$0.00	\$1,000.00	
	GROUP TRAVEL/TRADE MARKETINGS						
29	Group Tour Marketing	\$2,534.00	\$2,074.00	\$0.00	\$2,074.00	\$460.00	
	SPECIAL EVENT MARKETING						
30	Festival of Lights Brochure - 50,000	\$4,000.00	\$0.00	(\$1,500.00)	(\$1,500.00)	\$5,500.00	
31	Natchitoches Tri-Centennial Foundation	\$5,000.00	\$0.00	\$0.00	\$0.00	\$5,000.00	
32	City of Lights Tournament	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	
	SUPPORT PROGRAMS						
33	El Camino Real Partnership	\$0.00	\$40.00	(\$220.00)	(\$180.00)	\$180.00	\$685.00
34	Holiday Trail of Lights	\$3,000.00	\$3,000.00	\$0.00	\$3,000.00	\$0.00	
35	North Louisiana Coalition Partnership	\$5,000.00	\$5,000.00	\$0.00	\$5,000.00	\$0.00	
36	Louisiana Travel & Tourism Summit- August 2013	\$1,200.00	\$0.00	\$0.00	\$0.00	\$1,200.00	
37	Committee Meetings/Seminars	\$1,000.00	\$66.00	\$35.00	\$101.00	\$899.00	
	INTERNET PROGRAMS/WEBSITE ADVERTISING						
38	Constant Contact - E-Newsletter	\$650.00	\$0.00	\$0.00	\$0.00	\$650.00	
39	Website Service - natchitoches.net	\$3,600.00	\$600.00	\$300.00	\$900.00	\$2,700.00	\$300.00
40	tourlouisiana.com	\$980.00	\$995.00	\$0.00	\$995.00	(\$15.00)	
41	Nomad - Explore Louisiana APP & HootSuite	\$1,500.00	\$1,511.98	\$5.99	\$1,517.97	(\$17.97)	\$5.99
	SUPPORT MATERIALS						
42	Billboard Production	\$3,500.00	\$0.00	\$0.00	\$0.00	\$3,500.00	\$800.00
43	Excess Copies	\$2,500.00	\$498.48	\$267.37	\$765.85	\$1,734.15	
44	Natchitoches Main Brochure	\$5,500.00	\$0.00	\$0.00	\$0.00	\$5,500.00	
45	Natchitoches Visitor's Guide - 2013	\$16,000.00	\$0.00	\$0.00	\$0.00	\$16,000.00	
46	Maps	\$2,500.00	\$0.00	\$0.00	\$0.00	\$2,500.00	
47	Photography	\$1,500.00	\$0.00	\$0.00	\$0.00	\$1,500.00	
48	Print, Graphics & Video Production	\$7,500.00	\$378.00	\$0.00	\$378.00	\$7,122.00	\$150.00
49	Promotional Items	\$3,500.00	\$0.00	\$0.00	\$0.00	\$3,500.00	
50	LTPA - Brochure Distribution	\$550.00	\$0.00	\$0.00	\$0.00	\$550.00	
	TRAVEL EXPENSES-HOSPITALITY/TRAVEL WRITERS						
51	Hospitality- Gifts, Travel Writers, Group Planners	\$8,070.00	\$922.06	\$0.00	\$922.06	\$7,147.94	\$78.00
52	Staff Travel Expenses	\$3,000.00	\$1,460.52	\$756.67	\$2,217.19	\$782.81	\$294.80
	TOTALS	\$153,985.00	\$22,379.04	\$640.03	\$23,019.07	\$130,965.93	\$4,565.79

2006-2013

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