

Change Monthly and YTD figures in green boxes using drop down list

	Dec 2017 Actual	Dec 2017 Budget	Variance \$	Variance %	Dec 2016 Actual
<b>BAR</b>					
<b>Sales Bar</b>	<b>94,374</b>	<b>111,950</b>	<b>(17,576)</b>	<b>(15.7)%</b>	<b>111,950</b>
Less Cost of Sales					
Purchases	(38,223)	(42,496)	4,273	10.1 %	(49,290)
Liquor Rebates	1,667	2,760	(1,093)	(39.6)%	2,917
Bar Liquor Waste / Spills	(110)	0	(110)		(58)
Stock Movement Bar	(1,983)	0	(1,983)		4,366
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<b>Cost of Goods Sold</b>	<b>(38,649)</b>	<b>(39,736)</b>	<b>1,087</b>	<b>2.7 %</b>	<b>(42,065)</b>
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Gross Margin	55,725 59%	72,214 65%	(16,489)	(22.8)%	69,885 62%
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Bar wages	(32,085)	(32,507)	422	1.3 %	(33,137)
Wages Holidays	(2,080)	(2,222)	142	6.4 %	(1,924)
Wages Insurance W/comp	(898)	(711)	(187)	(26.3)%	0
Wages Sick	(520)	(1,300)	780	60.0 %	(562)
Wages Superannuation	(2,678)	(3,089)	411	13.3 %	(2,677)
Payroll Tax	(582)	(328)	(254)	(77.4)%	(685)
<b>Labour Costs</b>	<b>(38,843)</b>	<b>(40,157)</b>	<b>1,314</b>	<b>3.3 %</b>	<b>(38,985)</b>
% Labour Cost to Turnover	41%	36%			35%
Cleaning	(527)	(120)	(407)	(339.2)%	(130)
Depreciation	(474)	(71)	(403)	(567.6)%	(98)
Insurance	0	0	0		0
Freight	(252)	(200)	(52)	(26.0)%	(324)
Gas	(923)	(587)	(336)	(57.2)%	(924)
Members Points	(2,089)	(1,567)	(522)	(33.3)%	(2,058)
Operating Supplies Bar	(711)	(750)	39	5.2 %	(735)
P & E Bar under \$2000	0	(213)	213	100.0 %	0
Promotions	0	(50)	50	100.0 %	0
Repairs & Maintenance	(618)	(487)	(131)	(26.9)%	(1,240)
Staff Training and Recruit	0	(167)	167	100.0 %	(676)
Staff Amenities	(1,601)	(1,200)	(401)	(33.4)%	(961)
Shortages	(294)	(200)	(94)	(47.0)%	(39)
Uniforms	0	(200)	200	100.0 %	0

Waste Disposal	0	(875)	875	100.0 %	(829)
<b>Overheads</b>	<b>(7,489)</b>	<b>(6,687)</b>	<b>(802)</b>	<b>(12.0)%</b>	<b>(8,014)</b>
% Overheads to Turnover	8%	6%			7%
<b>Contribution</b>	<b>9,393</b>	<b>25,370</b>	<b>(15,977)</b>	<b>(63.0)%</b>	<b>22,886</b>
<b>POKER MACHINES</b>					
Income Poker Machines	70,356	76,302	(5,946)	(7.8)%	78,287
Hopper Movement	(565)	0	(565)		0
Other Income	0	0	0		0
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<b>Total Poker Machines Income</b>	<b>69,791</b>	<b>76,302</b>	<b>(6,511)</b>	<b>(8.5)%</b>	<b>78,287</b>
Depreciation	(7,016)	(7,917)	901	11.4 %	(9,289)
Donation CDSE	0	0	0		0
Jackpot provision expense	(1,032)	(163)	(869)	(533.1)%	2,670
Data Monitoring	(1,723)	(1,630)	(93)	(5.7)%	(1,638)
Operating supplies	0	(20)	20	100.0 %	0
Promotions	(754)	(600)	(154)	(25.7)%	(688)
Repairs & Maintenance	(7,961)	(2,100)	(5,861)	(279.1)%	(1,995)
Shortages	0	0	0		0
Tax	0	(1,500)	1,500	100.0 %	0
Poker Machine GST Rebate	1,432	1,428	4	0.3 %	1,432
Waste Disposal	0	0	0		0
<b>Overheads</b>	<b>(17,054)</b>	<b>(12,502)</b>	<b>(4,552)</b>	<b>(36.4)%</b>	<b>(9,508)</b>
% Overheads to Turnover	24%	16%			12%
<b>Contribution</b>	<b>52,737</b>	<b>63,800</b>	<b>(11,063)</b>	<b>(17.3)%</b>	<b>68,779</b>
<b>KENO</b>					
<b>Sales Keno</b>	<b>1,754</b>	<b>2,138</b>	<b>(384)</b>	<b>(18.0)%</b>	<b>1,816</b>
Operating Supplies	0	(38)	38	100.0 %	0
Promotions	0	0	0		0
Repairs & Maintenance	(126)	(250)	124	49.6 %	(126)
Shortages	0	0	0		0
<b>Overheads</b>	<b>(126)</b>	<b>(288)</b>	<b>162</b>	<b>56.3 %</b>	<b>(126)</b>
% Overheads to Turnover	7%	13%			7%
<b>Contribution</b>	<b>1,628</b>	<b>1,850</b>	<b>(222)</b>	<b>(12.0)%</b>	<b>1,690</b>

<b>TAB</b>					
<b>Sales / Income TAB</b>	<b>1,813</b>	<b>1,648</b>	<b>165</b>	<b>10.0 %</b>	<b>1,547</b>
Sky Racing Channel	(1,261)	(1,200)	(61)	(5.1)%	(1,231)
Operating supplies	(134)	(337)	203	60.2 %	0
Promotions	0	0	0		(87)
Repairs & Maintenance	(910)	(733)	(177)	(24.1)%	(660)
Shortages	0	0	0		0
<b>Overheads</b>	<b>(2,305)</b>	<b>(2,270)</b>	<b>(35)</b>	<b>(1.5)%</b>	<b>(1,978)</b>
% Overheads to Turnover	127%	138%			128%
<b>Contribution</b>	<b>(492)</b>	<b>(622)</b>	<b>130</b>	<b>20.9 %</b>	<b>(431)</b>
<b>GREENS</b>					
Sporting Subscriptions	22,084	22,832	(748)	(3.3)%	21,302
Donations from sections	8,782	15,558	(6,776)	(43.6)%	13,557
Green Fees	18,004	16,815	1,189	7.1 %	16,003
Golf Cart Hire	8,206	8,626	(420)	(4.9)%	7,955
Profit on sale of assets	0	0	0		0
Net Tournament Income	114	0	114		115
<b>Total Greens Income</b>	<b>57,190</b>	<b>63,831</b>	<b>(6,641)</b>	<b>(10.4)%</b>	<b>58,932</b>
Wages	(23,662)	(25,224)	1,562	6.2 %	(24,699)
Wages Holiday	(2,499)	(355)	(2,144)	(603.9)%	(2,559)
Insurance Worker Comp	(767)	(643)	(124)	(19.3)%	0
Wages Sick	(547)	(653)	106	16.2 %	(538)
Superannuation	(1,763)	(2,396)	633	26.4 %	(1,955)
Payroll Tax	(383)	(254)	(129)	(50.8)%	(500)
<b>Labour Costs</b>	<b>(29,621)</b>	<b>(29,525)</b>	<b>(96)</b>	<b>(0.3)%</b>	<b>(30,251)</b>
Affiliation Fees Golf/Bowls	(2,406)	(2,337)	(69)	(3.0)%	(2,461)
Apprentice Allowance	0	(509)	509	100.0 %	0
Bowls Greens & Surrounds	(180)	(1,451)	1,271	87.6 %	(2,262)
Carpet Bowls	(64)	(137)	73	53.3 %	(27)
Cart Lease costs	(2,904)	(2,907)	3	0.1 %	(14,284)
Cart Service Costs	0	(200)	200	100.0 %	0
Commission Cart/Greens	(3,721)	(4,642)	921	19.8 %	(3,395)
Depreciation	(7,546)	(5,570)	(1,976)	(35.5)%	(6,536)
Electricity Greens	(1,664)	(700)	(964)	(137.7)%	(616)

Freight	(125)	(50)	(75)	(150.0)%	(266)
Fuel	(2,912)	(1,837)	(1,075)	(58.5)%	(1,216)
Golf/Bowls/Vol Expenses	(376)	(50)	(326)	(652.0)%	(5)
Insurance	(1,713)	(1,587)	(126)	(7.9)%	(1,701)
Licence Fees	(500)	(375)	(125)	(33.3)%	(417)
Maintenance Pool Expenses	0	0	0		0
Motor Vehicle Expenses	0	0	0		(876)
Operating Supplies Golf	0	0	0		0
Promotions and Advertising	(231)	(37)	(194)	(524.3)%	(1,575)
Course and Greens	(11,786)	(15,837)	4,051	25.6 %	(15,433)
Machinery Hire	0	0	0		0
Rates Golf Course	(434)	(413)	(21)	(5.1)%	(435)
Rent Course Equipment	0	(3,329)	3,329	100.0 %	(3,329)
Repairs & Maintenance	(6,868)	(2,250)	(4,618)	(205.2)%	(2,183)
Golf Pro Fee	(5,224)	(3,874)	(1,350)	(34.8)%	(3,977)
Staff Training Golf	(238)	(553)	315	57.0 %	0
Staff Amenities	(15)	0	(15)		(4)
Telephone Golf Course	(290)	(163)	(127)	(77.9)%	(194)
Tennis Courts R&M	0	0	0		0
Uniforms	0	(357)	357	100.0 %	(614)
Waste Disposal	(220)	(125)	(95)	(76.0)%	(42)
<b>Overheads</b>	<b>(49,417)</b>	<b>(49,290)</b>	<b>(127)</b>	<b>(0.3)%</b>	<b>(61,848)</b>
<b>Contribution</b>	<b>(21,848)</b>	<b>(14,984)</b>	<b>(6,864)</b>	<b>(45.8)%</b>	<b>(33,167)</b>
<b>CATERING</b>					
Sales Catering	59,348	0	59,348		105,993
Catering Contribution	(6,867)	5,639	(12,506)	(221.8)%	0
<b>Total Catering Income</b>	<b>52,481</b>	<b>5,639</b>	<b>46,842</b>	<b>830.7 %</b>	<b>105,993</b>
Less Cost of Goods Sold					
Purchases Catering	(27,302)	0	(27,302)		(42,096)
Stock Movement	7,960	0	7,960		(7,896)
<b>Cost of Goods Sold</b>	<b>(19,342)</b>	<b>0</b>	<b>(19,342)</b>		<b>(49,992)</b>
Gross Margin	33,139	5,639	27,500	487.7 %	56,001
	63%	100%			53%
Wages	(25,418)	0	(25,418)		(45,194)
Wages Sick Catering	(103)	0	(103)		(412)
Holidays	(485)	0	(485)		(1,338)
Workers Compensation	0	0	0		0
Superannuation	(1,894)	0	(1,894)		(3,028)

Payroll Tax	(411)	0	(411)		(916)
<b>Labour Costs</b>	<b>(28,311)</b>	<b>0</b>	<b>(28,311)</b>		<b>(50,888)</b>
% Labour Costs to Turnover	54%	0%			48%
Advertising - Catering	0	0	0		(188)
Cleaning	(484)	0	(484)		(777)
Depreciation	(1,274)	(1,261)	(13)	(1.0)%	(1,305)
Electricity	(1,391)	0	(1,391)		(1,350)
Gas	(3,700)	0	(3,700)		(2,225)
Loss on Sale of Assets	0	0	0		0
Members Points	0	0	0		0
Operating Supplies	(1,876)	0	(1,876)		(564)
P & E Kitchen under \$2000	0	0	0		0
Promotions	0	0	0		(224)
Professional services cat	(18,675)	0	(18,675)		0
Repairs & Maintenance	(2,234)	(1,337)	(897)	(67.1)%	(295)
Shortages	(156)	0	(156)		(39)
Training Catering	0	0	0		0
Staff Amenities	0	0	0		0
Uniform Catering	0	0	0		(48)
Waste Disposal	0	(1,163)	1,163	100.0 %	(829)
<b>Overheads</b>	<b>(29,790)</b>	<b>(3,761)</b>	<b>(26,029)</b>	<b>(692.1)%</b>	<b>(7,844)</b>
% Overheads to Turnover	57%	67%			7%
<b>Contribution</b>	<b>(24,962)</b>	<b>1,878</b>	<b>(26,840)</b>	<b>(1429.2)%</b>	<b>(2,731)</b>
<b>ADMINISTRATION</b>					
Sales Income Admin	109	0	109		0
Membership Subscriptions	1,940	1,781	159	8.9 %	2,069
Corporate Sponsorship Income	664	0	664		(2,267)
Bank Interest	2,287	2,209	78	3.5 %	1,979
Other	125	0	125		144
Profit on Sale Fixed Assets	10,000	0	10,000		0
ATM Commission	1,184	1,361	(177)	(13.0)%	1,486
<b>Total Sales</b>	<b>16,309</b>	<b>5,351</b>	<b>10,958</b>	<b>204.8 %</b>	<b>3,411</b>
Wages	(17,102)	(16,124)	(978)	(6.1)%	(14,812)
Wages Holiday	(285)	(232)	(53)	(22.8)%	(1,328)
Insurance Workers Comp	(475)	(398)	(77)	(19.3)%	0
LSL Total Club	(254)	0	(254)		(313)
Wages Sick	505	(148)	653	441.2 %	(259)
Superannuation	(988)	(1,531)	543	35.5 %	(1,173)
Payroll Tax	(215)	(162)	(53)	(32.7)%	(300)
Wages Cleaning	(5,383)	(3,562)	(1,821)	(51.1)%	(4,518)
Sick leave - cleaning	0	0	0		0

Holiday leave - cleaning	0	0	0		0
Superannuation Cleaning	(401)	(339)	(62)	(18.3)%	(358)
Workers Comp Cleaning	(116)	(108)	(8)	(7.4)%	0
Payroll Tax Cleaning	(87)	(35)	(52)	(148.6)%	(92)
<b>Labour Costs</b>	<b>(24,801)</b>	<b>(22,639)</b>	<b>(2,162)</b>	<b>(9.5)%</b>	<b>(23,153)</b>
Admin / Finance Fees	0	0	0		0
Advertising	(2,134)	(3,000)	866	28.9 %	(3,390)
Audit Fees	(1,200)	(1,337)	137	10.2 %	(1,200)
Bad Debts	(25,819)	0	(25,819)		0
Bank Fees	(209)	(837)	628	75.0 %	(585)
Board Expenses	1,119	(212)	1,331	627.8 %	(1,756)
Bingo Expense	(585)	(1,500)	915	61.0 %	(646)
Cleaning	(1,480)	(1,000)	(480)	(48.0)%	(1,164)
Compliance Costs	0	0	0		0
Courtesy Bus	(97)	(663)	566	85.4 %	(6)
IT Expenses	0	(38)	38	100.0 %	(1)
Depreciation	(4,652)	(5,288)	636	12.0 %	(4,772)
Donations	0	0	0		0
Electricity	(4,318)	(4,750)	432	9.1 %	(4,243)
Entertainment	(2,061)	(2,087)	26	1.2 %	(4,023)
Freight	(32)	0	(32)		(5)
Insurance	(3,678)	(3,663)	(15)	(0.4)%	(3,639)
Legal Fees	(3,400)	(87)	(3,313)	(3808.0)%	0
Licence Fees	(813)	(788)	(25)	(3.2)%	(874)
Marketing expenses	(1,462)	0	(1,462)		(685)
Members Amenities	(543)	(400)	(143)	(35.8)%	(166)
Members Draw / MatchnWin	(500)	(1,340)	840	62.7 %	(1,831)
Member Expenses	0	(663)	663	100.0 %	(88)
Motor Vehicle	0	0	0		0
Music Licence fee	(292)	0	(292)		(294)
Operating Supplies	0	(87)	87	100.0 %	(18)
P & E Admin under 2000.00	0	(500)	500	100.0 %	(327)
Postage	0	(337)	337	100.0 %	(266)
Printing & Stationery	(762)	(1,000)	238	23.8 %	(2,370)
Professional Services	(800)	(812)	12	1.5 %	(1,211)
Promotions	(1,209)	(1,000)	(209)	(20.9)%	(2,525)
Poker Expense	0	0	0		0
Raffles Expense	(78)	0	(78)		(1,206)
Rates	(2,346)	(2,500)	154	6.2 %	(2,319)
	0	0	0		0
Repairs & Maintenance	(6,478)	(2,663)	(3,815)	(143.3)%	(1,166)
Security	(180)	(163)	(17)	(10.4)%	(62)
Sponsorship Expenses	(2,338)	0	(2,338)		(742)
Staff Training and Recruit	0	(167)	167	100.0 %	0
Staff Amenities	(4,091)	0	(4,091)		(5,000)
Shortages	30	0	30		(23)
Subscriptions	(400)	(474)	74	15.6 %	(401)
Trivia expense	(127)	0	(127)		524

Telephone Admin	(73)	(1,000)	927	92.7 %	(858)
Uniforms	0	(100)	100	100.0 %	0
<b>Overheads</b>	<b>(71,008)</b>	<b>(38,456)</b>	<b>(32,552)</b>	<b>(84.6)%</b>	<b>(47,338)</b>
<b>Contribution</b>	<b>(79,500)</b>	<b>(55,744)</b>	<b>(23,756)</b>	<b>(42.6)%</b>	<b>(67,080)</b>
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<b>Overall Contribution</b>					
Bar	9,393	25,370	(15,977)	(63.0)%	22,886
Poker Machines	52,737	63,800	(11,063)	(17.3)%	68,779
Keno	1,628	1,850	(222)	(12.0)%	1,690
Tab	(492)	(622)	130	20.9 %	(431)
Greens	(21,848)	(14,984)	(6,864)	(45.8)%	(33,167)
Catering	(24,962)	1,878	(26,840)	(1429.2)%	(2,731)
Administration	(79,500)	(55,744)	(23,756)	(42.6)%	(67,080)
Net Profit	(63,044)	21,548	(84,592)	(392.6)%	(10,054)
Plus Depreciation	20,962	20,107	855	4.3 %	22,000
<b>EBIDA</b>	<b>(42,082)</b>	<b>41,655</b>	<b>(83,737)</b>	<b>(201.0)%</b>	<b>11,946</b>
<b>Total Income</b>	<b>301,144</b>	<b>261,220</b>	<b>39,924</b>	<b>15.3 %</b>	<b>361,936</b>
<b>EBITDA %</b>	<b>-14.0%</b>	<b>15.9%</b>			<b>3.3%</b>

	Dec YTD 2017 Actual	Dec YTD 2017 Budget	Variance \$	Variance %	Dec YTD 2016 Actual
	<b>1,018,083</b>	<b>1,151,082</b>	<b>(132,999)</b>	<b>(11.6)%</b>	<b>1,151,082</b>
	(408,232)	(436,962)	28,730	6.6 %	(441,331)
	21,119	30,000	(8,881)	(29.6)%	24,298
	(1,459)	0	(1,459)		(635)
	1,204	0	1,204		(5,561)
	<b>(387,368)</b>	<b>(406,962)</b>	<b>19,594</b>	<b>4.8 %</b>	<b>(423,229)</b>
	630,715	744,120	(113,405)	(15.2)%	727,853
	62%	65%			63%
	(364,021)	(334,248)	(29,773)	(8.9)%	(378,995)
	(23,143)	(30,586)	7,443	24.3 %	(26,478)
	(8,409)	(8,366)	(43)	(0.5)%	(8,097)
	(10,550)	(13,370)	2,820	21.1 %	(6,529)
	(36,060)	(31,754)	(4,306)	(13.6)%	(36,058)
	(6,226)	(3,364)	(2,862)	(85.1)%	(11,576)
	<b>(448,409)</b>	<b>(421,688)</b>	<b>(26,721)</b>	<b>(6.3)%</b>	<b>(467,733)</b>
	44%	37%			41%
	(1,251)	(1,440)	189	13.1 %	(2,287)
	(3,153)	(852)	(2,301)	(270.1)%	(1,344)
	0	0	0		0
	(3,404)	(2,400)	(1,004)	(41.8)%	(2,904)
	(8,690)	(7,000)	(1,690)	(24.1)%	(7,969)
	(21,221)	(16,115)	(5,106)	(31.7)%	(20,011)
	(8,916)	(9,000)	84	0.9 %	(9,194)
	(450)	(2,600)	2,150	82.7 %	(1,088)
	(9)	(600)	591	98.5 %	(169)
	(9,267)	(5,800)	(3,467)	(59.8)%	(7,960)
	(2,108)	(2,000)	(108)	(5.4)%	(1,903)
	(13,491)	(14,400)	909	6.3 %	(10,868)
	(1,901)	(2,400)	499	20.8 %	(1,424)
	(1,030)	(2,400)	1,370	57.1 %	(2,058)



(8,785)	(10,500)	1,715	16.3 %	(11,237)
<b>(83,676)</b>	<b>(77,507)</b>	<b>(6,169)</b>	<b>(8.0)%</b>	<b>(80,416)</b>
8%	7%			7%
<b>98,630</b>	<b>244,925</b>	<b>(146,295)</b>	<b>(59.7)%</b>	<b>179,704</b>

808,442	966,434	(157,992)	(16.3)%	966,435
514	0	514		0
0	0	0		74,000
<b>808,956</b>	<b>966,434</b>	<b>(157,478)</b>	<b>(16.3)%</b>	<b>1,040,435</b>

(86,225)	(95,000)	8,775	9.2 %	(109,676)
(1,750)	(3,000)	1,250	41.7 %	(2,050)
1,832	(2,000)	3,832	191.6 %	(618)
(19,952)	(19,560)	(392)	(2.0)%	(19,486)
0	(240)	240	100.0 %	0
(8,043)	(7,200)	(843)	(11.7)%	(9,043)
(32,053)	(25,200)	(6,853)	(27.2)%	(24,224)
0	0	0		0
(328)	(18,000)	17,672	98.2 %	(18,031)
17,184	17,180	4	0.0 %	17,184
0	0	0		(11)
<b>(129,335)</b>	<b>(153,020)</b>	<b>23,685</b>	<b>15.5 %</b>	<b>(165,955)</b>
16%	16%			16%

<b>679,621</b>	<b>813,414</b>	<b>(133,793)</b>	<b>(16.4)%</b>	<b>874,480</b>
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<b>20,177</b>	<b>25,000</b>	<b>(4,823)</b>	<b>(19.3)%</b>	<b>21,237</b>
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(572)	(500)	(72)	(14.4)%	(327)
0	0	0		0
(1,457)	(3,000)	1,543	51.4 %	(1,532)
0	0	0		0
<b>(2,029)</b>	<b>(3,500)</b>	<b>1,471</b>	<b>42.0 %</b>	<b>(1,859)</b>
10%	14%			9%

<b>18,148</b>	<b>21,500</b>	<b>(3,352)</b>	<b>(15.6)%</b>	<b>19,378</b>
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<b>16,060</b>	<b>15,000</b>	<b>1,060</b>	<b>7.1 %</b>	<b>14,082</b>
(14,922)	(14,400)	(522)	(3.6)%	(14,668)
(827)	(4,000)	3,173	79.3 %	(1,020)
0	0	0		(87)
(6,874)	(8,840)	1,966	22.2 %	(9,147)
0	0	0		0
<b>(22,623)</b>	<b>(27,240)</b>	<b>4,617</b>	<b>16.9 %</b>	<b>(24,922)</b>
141%	182%			177%
<b>(6,563)</b>	<b>(12,240)</b>	<b>5,677</b>	<b>46.4 %</b>	<b>(10,840)</b>

260,845	268,000	(7,155)	(2.7)%	249,992
151,754	156,000	(4,246)	(2.7)%	135,942
159,492	150,000	9,492	6.3 %	142,759
100,283	100,000	283	0.3 %	92,230
0	0	0		1,716
30,502	0	30,502		24,923
<b>702,876</b>	<b>674,000</b>	<b>28,876</b>	<b>4.3 %</b>	<b>647,562</b>
(264,317)	(304,576)	40,259	13.2 %	(298,244)
(28,479)	(4,442)	(24,037)	(541.1)%	(33,773)
(7,084)	(7,624)	540	7.1 %	(6,288)
3,529	(12,183)	15,712	129.0 %	(7,718)
(25,674)	(28,935)	3,261	11.3 %	(29,534)
(4,266)	(3,065)	(1,201)	(39.2)%	(9,255)
<b>(326,291)</b>	<b>(360,825)</b>	<b>34,534</b>	<b>9.6 %</b>	<b>(384,812)</b>
(29,273)	(28,000)	(1,273)	(4.5)%	(27,907)
0	(6,000)	6,000	100.0 %	0
(9,578)	(13,000)	3,422	26.3 %	(20,256)
(1,357)	(1,600)	243	15.2 %	(1,339)
(34,848)	(34,840)	(8)	(0.0)%	(39,054)
(2,530)	(2,400)	(130)	(5.4)%	0
(41,545)	(44,625)	3,080	6.9 %	(38,257)
(72,850)	(66,873)	(5,977)	(8.9)%	(80,854)
(10,251)	(10,000)	(251)	(2.5)%	(8,348)

(1,466)	(600)	(866)	(144.3)%	(1,924)
(18,119)	(22,000)	3,881	17.6 %	(19,795)
(487)	(600)	113	18.8 %	(314)
(20,553)	(19,000)	(1,553)	(8.2)%	(20,481)
(4,912)	(4,500)	(412)	(9.2)%	(5,276)
3,581	(15,000)	18,581	123.9 %	(1,244)
(2,927)	0	(2,927)		(3,299)
0	0	0		(4)
(2,993)	(400)	(2,593)	(648.3)%	(3,464)
(111,075)	(115,000)	3,925	3.4 %	(129,673)
0	0	0		0
(5,957)	(5,000)	(957)	(19.1)%	(5,308)
(16,645)	(39,948)	23,303	58.3 %	(39,948)
(44,515)	(27,000)	(17,515)	(64.9)%	(38,281)
(48,786)	(45,600)	(3,186)	(7.0)%	(46,985)
(3,908)	(6,500)	2,592	39.9 %	(5,030)
(621)	0	(621)		(20)
(2,495)	(2,000)	(495)	(24.8)%	(2,169)
0	0	0		0
(2,639)	(4,200)	1,561	37.2 %	(3,107)
(1,935)	(1,500)	(435)	(29.0)%	(1,681)
<b>(488,684)</b>	<b>(516,186)</b>	<b>27,502</b>	<b>5.3 %</b>	<b>(544,018)</b>
<b>(112,099)</b>	<b>(203,011)</b>	<b>90,912</b>	<b>44.8 %</b>	<b>(281,268)</b>

175,697	0	175,697		1,011,729
0	45,110	(45,110)	(100.0)%	0
<b>175,697</b>	<b>45,110</b>	<b>130,587</b>	<b>289.5 %</b>	<b>1,011,729</b>
(66,960)	0	(66,960)		(416,217)
(1,764)	0	(1,764)		(3,886)
<b>(68,724)</b>	<b>0</b>	<b>(68,724)</b>		<b>(420,103)</b>
106,973	45,110	61,863	137.1 %	591,626
61%	100%			58%
(68,924)	0	(68,924)		(463,771)
3,128	0	3,128		126
958	0	958		(14,961)
(820)	0	(820)		(9,582)
(5,389)	0	(5,389)		(45,043)

(2,228)	0	(2,228)		(14,245)
<b>(73,275)</b>	<b>0</b>	<b>(73,275)</b>		<b>(547,476)</b>
42%	0%			54%
(1,146)	0	(1,146)		(1,356)
(484)	0	(484)		(2,074)
(15,071)	(15,110)	39	0.3 %	(13,304)
(2,763)	0	(2,763)		(17,455)
(5,486)	0	(5,486)		(19,486)
0	0	0		0
0	0	0		0
(4,264)	0	(4,264)		(18,873)
0	0	0		(3,008)
(786)	0	(786)		(1,190)
(18,675)	0	(18,675)		0
(16,646)	(16,000)	(646)	(4.0)%	(19,511)
(257)	0	(257)		(542)
0	0	0		(2,412)
(2,075)	0	(2,075)		0
0	0	0		(371)
(3,665)	(14,000)	10,335	73.8 %	(12,628)
<b>(71,318)</b>	<b>(45,110)</b>	<b>(26,208)</b>	<b>(58.1)%</b>	<b>(112,210)</b>
41%	100%			11%
<b>(37,620)</b>	<b>0</b>	<b>(37,620)</b>		<b>(68,060)</b>

<b>0</b>	<b>0</b>	<b>0</b>		<b>0</b>
1,186	0	1,186		54
27,456	21,000	6,456	30.7 %	26,919
19,758	25,000	(5,242)	(21.0)%	25,847
25,216	30,000	(4,784)	(15.9)%	26,884
2,495	0	2,495		2,953
10,000	0	10,000		0
14,440	18,000	(3,560)	(19.8)%	18,623
<b>100,551</b>	<b>94,000</b>	<b>6,551</b>	<b>7.0 %</b>	<b>101,280</b>
(186,999)	(188,632)	1,633	0.9 %	(173,288)
(14,569)	(2,751)	(11,818)	(429.6)%	(15,722)
(4,440)	(4,721)	281	6.0 %	(4,240)
(4,231)	0	(4,231)		(12,503)
15,510	(7,545)	23,055	305.6 %	(3,842)
(18,893)	(17,920)	(973)	(5.4)%	(16,510)
(4,139)	(1,898)	(2,241)	(118.1)%	(5,223)
(57,831)	(48,252)	(9,579)	(19.9)%	(61,198)
0	0	0		0

0	0	0		0
(5,647)	(4,584)	(1,063)	(23.2)%	(5,775)
(1,456)	(1,208)	(248)	(20.5)%	(1,121)
(1,035)	(486)	(549)	(113.0)%	(1,830)
<b>(283,730)</b>	<b>(277,997)</b>	<b>(5,733)</b>	<b>(2.1)%</b>	<b>(301,252)</b>
0	0	0		0
(23,909)	(36,000)	12,091	33.6 %	(25,346)
(15,375)	(16,000)	625	3.9 %	(14,295)
(25,819)	0	(25,819)		0
(7,284)	(10,000)	2,716	27.2 %	(9,676)
(4,517)	(2,500)	(2,017)	(80.7)%	(5,121)
(10,406)	(18,000)	7,594	42.2 %	(14,959)
(9,234)	(12,000)	2,766	23.1 %	(9,315)
(3,426)	(3,300)	(126)	(3.8)%	0
(8,795)	(8,000)	(795)	(9.9)%	(6,523)
(485)	(500)	15	3.0 %	(798)
(55,224)	(63,412)	8,188	12.9 %	(57,293)
(3,018)	0	(3,018)		(800)
(48,751)	(57,000)	8,249	14.5 %	(51,348)
(26,305)	(25,000)	(1,305)	(5.2)%	(41,992)
(140)	0	(140)		(817)
(44,231)	(44,000)	(231)	(0.5)%	(43,668)
(13,540)	(1,000)	(12,540)	(1254.0)%	(782)
(10,836)	(9,500)	(1,336)	(14.1)%	(10,492)
(4,334)	0	(4,334)		(7,895)
(4,557)	(4,800)	243	5.1 %	(3,538)
(9,086)	(16,080)	6,994	43.5 %	(15,887)
(3,355)	(8,000)	4,645	58.1 %	(9,035)
(48)	0	(48)		0
(4,150)	0	(4,150)		(2,789)
(162)	(1,000)	838	83.8 %	(547)
(918)	(6,000)	5,082	84.7 %	(3,424)
(3,157)	(4,000)	843	21.1 %	(1,544)
(6,878)	(12,000)	5,122	42.7 %	(8,570)
(14,744)	(9,750)	(4,994)	(51.2)%	(11,771)
(8,979)	(12,000)	3,021	25.2 %	(12,476)
0	0	0		(7,728)
(1,946)	0	(1,946)		(10,396)
(26,621)	(30,000)	3,379	11.3 %	(30,566)
0	0	0		0
(42,068)	(28,700)	(13,368)	(46.6)%	(44,110)
(917)	(2,000)	1,083	54.2 %	(1,315)
(10,598)	0	(10,598)		(5,856)
(6,348)	(2,000)	(4,348)	(217.4)%	(2,290)
(4,663)	0	(4,663)		(6,251)
(1,385)	0	(1,385)		44
(4,406)	(5,600)	1,194	21.3 %	(4,927)
3,015	0	3,015		1,448

(7,726)	(12,000)	4,274	35.6 %	(9,595)
(19)	(1,200)	1,181	98.4 %	(833)
<b>(475,345)</b>	<b>(461,342)</b>	<b>(14,003)</b>	<b>(3.0)%</b>	<b>(493,076)</b>
<b>(658,524)</b>	<b>(645,339)</b>	<b>(13,185)</b>	<b>(2.0)%</b>	<b>(693,048)</b>

98,630	244,925	(146,295)	(59.7)%	179,704
679,621	813,414	(133,793)	(16.4)%	874,480
18,148	21,500	(3,352)	(15.6)%	19,378
(6,563)	(12,240)	5,677	46.4 %	(10,840)
(112,099)	(203,011)	90,912	44.8 %	(281,268)
(37,620)	0	(37,620)		(68,060)
(658,524)	(645,339)	(13,185)	(2.0)%	(693,048)
(18,407)	219,249	(237,656)	(108.4)%	20,346
232,523	241,247	(8,724)	(3.6)%	262,471
<b>214,116</b>	<b>460,496</b>	<b>(246,380)</b>	<b>(53.5)%</b>	<b>282,817</b>
<b>2,841,886</b>	<b>2,925,516</b>	<b>(83,630)</b>	<b>(2.9)%</b>	<b>3,913,407</b>
<b>7.5%</b>	<b>15.7%</b>			<b>7.2%</b>