

**South Natomas TMA™
Board of Directors Meeting
Wednesday, May 7, 2014
Meeting Minutes**

I. Call to Order

President Chris Antonucci called the meeting to order at approximately 7:35AM on Wednesday, May 7, 2014 in the First Floor Conference Room at 2150 River Plaza Drive in Sacramento, CA. Attending were Chris Antonucci, Scott Little (via telephone), Matt McNamara, Laurie Melson (via telephone), Kendra Murray, Taneisha Spain, Jennifer Elwood as a guest, and SNTMA staff Stephanie Merten and Jason Vitaich.

II. Approval of Previous Meeting's Minutes

A motion was made to approve the April 2, 2014 Board Meeting Minutes. The motion was moved by Matt McNamara, seconded by Kendra Murray. The motion passed unanimously, 5:0.*

(*Taneisha Spain arrived shortly after this vote was taken.)

III. New Business

A motion was made by Matt McNamara to approve the first quarter SNTMA financials (see Attachment "A"). The motion was seconded by Kendra Murray. The motion passed unanimously, 6:0.

Jason Vitaich updated the SNTMA Board that Tiffany Guthrie and Sheryl Maurer had both resigned for the SNTMA Board. SNTMA President then approved the appointment of Jennifer Elwood of CH2MHILL to the SNTMA Board.

General discussion took place regarding the current number and types of programs currently offered to SNTMA members and whether or not new programs were warranted.

A. Executive Director Jason Vitaich delivered the following report:

- 2014 dues invoicing is going well. After following up with various property managers and individual member company contacts as well as sending out registered mail to all member companies currently delinquent on dues, we have now collected just over 95% of 2014 dues collected.

B. Stephanie Merten delivered the following Membership Report:

- **Commuter Club**
 - SNTMA Commuter Club is performing well
- **Campaigns and events promoted through the Commuter Club**
 - 4/3 Email to all Commute Coordinators RE: Fix50, programs, subsidies, Facebook
 - 4/17 Fix50, May Is Bike Month and Motorcycle Awareness Month
 - 4/30 Fix50 and May Is Bike Month

- **Programs**
 - One Capital Improvements subsidy to CCPOA-BTF
 - Seven Low Emissions subsidies awarded for March
 - One AMTRAK subsidy awarded for April, five for May
 - Six Bike Maintenance subsidies awarded for April, one for May
 - Five Transit subsidies awarded for April
 - Twenty-two Carpool subsidies awarded for April
 - Two hundred sixteen “LIKES” on Facebook as of April
 - Two OfficeShare bicycles awarded and Smart Cycling Clinic scheduled
 - Five Bucks For Bikes subsidies awarded
 - 4/2 Walk To Work Photo contest – seven entries
 - 4/2 Smart Cycling Clinic at California Bank & Trust
 - 4/3 Smart Cycling Clinic for Embarcadero & Donohoe
 - 4/16 Commuter Club Lunch at CH2MHILL – twenty-five attendees
 - 5/1 May Is Bike Month Kick Off Ice Cream Social – fifty-five people registered in May Is Bike Month, seventy ice cream pops distributed, one Commuter Bicycle raffled off

- **Meetings**
 - N/A

- **May Activities**
 - May Is Bike Month preparations
 - Q2 promotional item package and delivery
 - Schedule and plan Ice Cream Socials
 - 5/27 Smart Cycling Clinic at Sierra Health Foundation

IV. Adjourn

The meeting adjourned at approximately 8:34 AM. The next SNTMA Board meeting is scheduled for Wednesday, June 4, 2014 at 7:30 AM at 2150 River Plaza Drive, Sacramento, CA.

Respectfully submitted,

Matt McNamara
SNTMA Vice-President

Balance Sheet

Mar 31, 14

ASSETS

Current Assets

Checking/Savings

10100 · Checking - River City Bank	78,804.89
10200 · Liquid CD - River City Bank	247,169.77
10900 · Money Market - Merrill Lynch	<u>64,570.00</u>

Total Checking/Savings 390,544.66

Accounts Receivable

11000 · Accounts Receivable	60,982.40
11507 · Tenant Dues 2010	<u>350.00</u>

Total Accounts Receivable 61,332.40

Other Current Assets

12500 · Prepaid Insurance	490.00
12501 · Prepaid Rent	<u>645.45</u>

Total Other Current Assets 1,135.45

Total Current Assets 453,012.51

Fixed Assets

13000 · Furniture and Equipment	3,510.37
13500 · Accumulated Depreciation	<u>-1,616.89</u>

Total Fixed Assets 1,893.48

Other Assets

18000 · Merrill Lynch Reserve Account	1,244.08
18007 · CD Goldman Sachs Bk mat.9/15/15	10,000.00
18008 · Discover CD 3/28/16 .8%	18,000.00
18009 · CD 1stbk PrtoRico 3/20/15 0.75%	13,000.00
18011 · CD Bank of China 2/26/15 0.3%	20,000.00
18012 · CD Discover Bank 2/26/16 0.45%	35,000.00
18013 · CD Goldman Sachs 2/27/17 1.0%	25,000.00
18099 · ML Unrealized Net Gain/Loss	<u>-761.35</u>

Total Other Assets 121,482.73

TOTAL ASSETS 576,388.72

LIABILITIES & EQUITY

Liabilities

Current Liabilities

Credit Cards

20210 - Visa Credit Card 1,329.64

Total Credit Cards 1,329.64

Other Current Liabilities

20300 - Accrued Wages 6,322.22

Total Other Current Liabilities 6,322.22

Total Current Liabilities 7,651.86

Total Liabilities 7,651.86

Equity

39000 - Net Assets 394,041.88

Net Income 174,694.98

Total Equity 568,736.86

TOTAL LIABILITIES & EQUITY 576,388.72

	Jan - Mar 14	Budget	Jan - Mar 14	YTD Budget	Annual Budget
Ordinary Income/Expense					
Income					
40102 · Tenant Dues	208,609.70	48,750.00	208,609.70	48,750.00	195,000.00
40103 · Developer Dues	20,706.63	9,498.00	20,706.63	9,498.00	37,992.00
40105 · SACOG Grant	7,437.00	0.00	7,437.00	0.00	30,572.00
40107 · SACOG Bike Month Reimbursements	0.00	0.00	0.00	0.00	700.00
Total Income	236,753.33	58,248.00	236,753.33	58,248.00	264,264.00
Gross Profit	236,753.33	58,248.00	236,753.33	58,248.00	264,264.00
Expense					
Administrative Expenses					
Salaries and Wages					
50100 · Salary - Executive Director	17,008.26	18,426.00	17,008.26	18,426.00	73,704.00
50110 · Bonus - Executive Director	0.00	0.00	0.00	0.00	2,000.00
50120 · Salary - Member Services Mgr	11,347.74	12,294.00	11,347.74	12,294.00	49,176.00
50130 · Bonus - Member Services Mgr	0.00	0.00	0.00	0.00	1,000.00
50150 · Wages - Trip Planner	0.00	90.00	0.00	90.00	360.00
Total Salaries and Wages	28,356.00	30,810.00	28,356.00	30,810.00	126,240.00
Payroll Expenses					
50300 · Employee Benefits	516.97	2,402.00	516.97	2,402.00	9,609.00
50325 · Payroll Fees - Staff Resources	224.79	219.00	224.79	219.00	4,460.00
50350 · Payroll Taxes	3,121.23	3,428.00	3,121.23	3,428.00	17,408.00
50400 · Worker's Compensation Insurance	320.40	415.00	320.40	415.00	1,703.00
Total Payroll Expenses	4,183.39	6,464.00	4,183.39	6,464.00	33,180.00
Total Administrative Expenses	32,539.39	37,274.00	32,539.39	37,274.00	159,420.00
Operating Expenses					
51000 · Automobile Expense	31.64	240.00	31.64	240.00	960.00
51005 · Board Member Gifts	0.00	500.00	0.00	500.00	500.00
51010 · Business Tax	0.00	0.00	0.00	0.00	110.00
51015 · Depreciation	210.50	90.00	210.50	90.00	360.00
51025 · Dues and Subscriptions	0.00	907.00	0.00	907.00	1,057.00
51050 · Insurance	490.00	0.00	490.00	0.00	2,100.00
51700 · Meals and Entertainment	76.13	150.00	76.13	150.00	600.00
51725 · Office Expense	0.00	600.00	0.00	600.00	2,400.00
51730 · Professional Fees					
53401 · Accounting	980.00	1,050.00	980.00	1,050.00	4,200.00
53403 · Audit	0.00	600.00	0.00	600.00	600.00
53404 · Computer Administration (IT)	0.00	300.00	0.00	300.00	1,200.00
53405 · Legal	0.00	150.00	0.00	150.00	600.00
43406 · Bank Service and Finance Fees	0.56	0.00	0.56	0.00	0.00
Total 51730 · Professional Fees	980.56	2,100.00	980.56	2,100.00	6,600.00
51735 · Rent	1,936.35	1,887.00	1,936.35	1,887.00	7,636.00
51750 · Staff Seminars and Travel	0.00	150.00	0.00	150.00	600.00
52300 · Telephone and Utilities	881.83	1,350.00	881.83	1,350.00	3,510.00
Total Operating Expenses	4,607.01	7,974.00	4,607.01	7,974.00	26,433.00

	Membership Programs & Outreach					
	Subsidies					
	51200 · Guaranteed Ride Home	86.20	150.00	86.20	150.00	600.00
	51400 · Vanpool Subsidy	0.00	330.00	0.00	330.00	1,320.00
	51450 · Carpool Subsidy	2,500.00	3,000.00	2,500.00	3,000.00	14,000.00
	51475 · RT Pass Subsidy	650.00	2,250.00	650.00	2,250.00	10,500.00
	51500 · Transit					
	51501 · Amtrak	578.00	750.00	578.00	750.00	3,000.00
	Total 51500 · Transit	578.00	750.00	578.00	750.00	3,000.00
	56010 · Bike Subsidy - Purchase	0.00	0.00	0.00	0.00	3,500.00
	56015 · Bike Subsidy - Maintenance	900.00	900.00	900.00	900.00	3,600.00
	56055 · Capital Improvements Program	0.00	3,750.00	0.00	3,750.00	15,000.00
	56066 · Residential Car Charging Subsidy	1,000.00	10,000.00	1,000.00	10,000.00	10,000.00
	56067 · Walking Subsidy	500.00	500.00	500.00	500.00	500.00
	56068 · High Efficiency Auto Subsidy	550.00	3,000.00	550.00	3,000.00	12,000.00
	56069 · Commuter Bike Subsidy-Purchase	0.00	0.00	0.00	0.00	8,000.00
	Total Subsidies	6,764.20	24,630.00	6,764.20	24,630.00	82,020.00
	Programs					
	56005 · Bike Safety Clinics	0.00	150.00	0.00	150.00	900.00
	56008 · Bike Share Program	3,797.50	3,750.00	3,797.50	3,750.00	3,750.00
	Total Programs	3,797.50	3,900.00	3,797.50	3,900.00	4,650.00
	Outreach					
	51505 · Property Manager Appreciation	0.00	0.00	0.00	0.00	700.00
	51595 · Marketing and Promotion Mat.	2,368.40	2,370.00	2,368.40	2,370.00	11,075.00
	51600 · Commuter Club					
	51590 · Commuter Club Incentives	407.81	375.00	407.81	375.00	1,500.00
	52541 · CC Website Development	0.00	498.00	0.00	498.00	2,000.00
	Total 51600 · Commuter Club	407.81	873.00	407.81	873.00	3,500.00
	51804 · Annual Meeting					
	51808 · Annual Member Recognition	0.00	0.00	0.00	0.00	0.00
	51804 · Annual Meeting - Other	2,466.89	5,000.00	2,466.89	5,000.00	7,000.00
	Total 51804 · Annual Meeting	2,466.89	5,000.00	2,466.89	5,000.00	7,000.00
	52400 · Sponsorship	400.00	0.00	400.00	0.00	935.00
	56002 · Bike Commute Month	0.00	0.00	0.00	0.00	1,000.00
	56003 · Quarterly Educational Lunches	498.94	400.00	498.94	400.00	1,600.00
	56070 · Facebook Contests and Incentive	262.00	480.00	262.00	480.00	1,920.00
	Total Outreach	6,404.04	9,123.00	6,404.04	9,123.00	27,730.00
	Total Membership Programs & Outreach	16,965.74	37,653.00	16,965.74	37,653.00	114,400.00
	Total Expense	54,112.14	82,901.00	54,112.14	82,901.00	300,253.00
	Net Ordinary Income	182,641.19	-24,653.00	182,641.19	-24,653.00	-35,989.00
	Other Income/Expense					
	Other Income					
	40200 · Interest Income	84.99	360.00	84.99	360.00	1,440.00
	Total Other Income	84.99	360.00	84.99	360.00	1,440.00
	Other Expense					
	56065 · Major Capital Improvements	8,031.20	7,500.00	8,031.20	7,500.00	30,000.00
	Total Other Expense	8,031.20	7,500.00	8,031.20	7,500.00	30,000.00
	Net Other Income	-7,946.21	-7,140.00	-7,946.21	-7,140.00	-28,560.00
	Net Income	174,694.98	-31,793.00	174,694.98	-31,793.00	-64,549.00

SO. NATOMAS TRANSPORTATION MANAGEMENT ASSN.
 Quarterly Investment Policy Report
 As of March 31, 2014

Business Banking Account	Total	Investment Type	Investment Return (APR)	Maturity Date
Cash in River City Checking	\$ 78,804.89	Cash/Cash Eqv	0.02%	NA
Business Banking Account SubTotal	\$ 78,804.89			
Operating Reserve Account	Total	Investment Type	Investment Return (APR)	Maturity Date
River City Bank Liquid CD	\$ 247,169.77	Cash/Cash Eqv	0.31%	Monthly
Merrill Lynch Money Market	\$ 64,570.00	Cash/Cash Eqv	0.08%	NA
Operating Reserve Account SubTotal	\$ 311,739.77			
Capital Investment Account	Total	Investment Type	Investment Return (APR)	Maturity Date
Merrill Lynch Reserve Account	\$ 1,244.08	Cash/Cash Eqv	NA	NA
GoldmanSachs CD 9/21/15 1.15%	\$ 10,000.00	Fixed	1.15%	9/15/2015
CD Discover Bank 3/28/16 0.8%	\$ 18,000.00	Fixed	0.75%	9/20/2015
CD Firstbank Puerto Rico 3/20/15 0.75%	\$ 13,000.00	Fixed	0.80%	3/28/2016
CD Bank of China 2/26/15 0.3%	\$ 20,000.00	Fixed	0.30%	2/26/2015
CD Discover Bank 2/26/16 0.45%	\$ 35,000.00	Fixed	0.45%	2/26/2016
CD Goldman Sachs 2/27/14 1.0%	\$ 25,000.00	Fixed	1.00%	2/27/2014
Change In Investment Value	\$ (761.35)			
Capital Investment Account SubTotal	\$ 121,482.73			
Grand Total	\$ 512,027.39			

Average Monthly Revenue Estimate \$ 19,729.44
 Average Monthly Expense Estimate \$ 20,000.00

Account	Total (\$)	Cash Flow Guidelines			
		Months Available	Minimum	Target	Maximum
Business Banking Account	\$ 78,805	3.9	2	3	4
Operating Reserve Account	\$ 311,740	15.6	4	9	12
Capital Investment Account	\$ 121,483	6.1	0	3	6
Total	\$ 512,027				

Account	Total (\$)	Asset Allocation Guidelines			
		Percentage	Minimum	Target	Maximum
Cash/Cash Equivalent	\$ 391,027	76%	50%	75%	100%
Fixed Income	\$ 121,000	24%	0%	25%	40%
Equity	\$ -	0%	0%	0%	10%
Total	\$ 512,027				

	Current	1 - 30	31 - 60	61 - 90	> 90	TOTAL
ACS State & Local Solutions	0.00	0.00	0.00	350.00	0.00	350.00
American Income Life Insuranc	0.00	0.00	0.00	350.00	0.00	350.00
APS Healthcare	0.00	0.00	0.00	1,003.80	0.00	1,003.80
Bannon Investors	0.00	0.00	0.00	11,787.50	0.00	11,787.50
Barrett Business Services, Inc	0.00	0.00	0.00	547.80	0.00	547.80
Beach Cowdrey Owen, LLP	0.00	0.00	0.00	350.00	0.00	350.00
Bert L. Howe & Associates	0.00	0.00	0.00	350.00	0.00	350.00
Bevan & Bevan & Associates	0.00	0.00	0.00	350.00	700.00	1,050.00
Bowman & Associates	0.00	0.00	0.00	436.80	0.00	436.80
CA Health & Wellness	0.00	0.00	0.00	2,301.90	0.00	2,301.90
CalHEERS	0.00	0.00	0.00	3,810.70	0.00	3,810.70
California Human Developmen	0.00	0.00	0.00	610.80	0.00	610.80
Chipotle	0.00	0.00	0.00	525.40	0.00	525.40
Christensen Ehret	0.00	0.00	0.00	350.00	0.00	350.00
Community Health Charities o	0.00	0.00	0.00	350.00	0.00	350.00
CVM Law Firm	0.00	0.00	0.00	702.90	0.00	702.90
Dan Parrish Insurance Service	0.00	0.00	0.00	350.00	0.00	350.00
Danka	0.00	0.00	0.00	350.00	0.00	350.00
Delegata	0.00	0.00	0.00	2,438.60	4,877.20	7,315.80
Dequine & Associates	0.00	0.00	0.00	350.00	0.00	350.00
EPI-USE	0.00	0.00	0.00	350.00	0.00	350.00
Fortune School	0.00	0.00	0.00	950.80	0.00	950.80
Gallagher Bassett Services, In	0.00	0.00	0.00	703.60	0.00	703.60
Greve, Clifford, Wengel & Para	0.00	0.00	0.00	131.30	0.00	131.30
Honeywell International	0.00	0.00	0.00	664.70	0.00	664.70
HT Harvey	0.00	0.00	0.00	350.00	0.00	350.00
Informatix	0.00	0.00	0.00	565.80	0.00	565.80
Int'l Pemphigus Pemphigoid F	0.00	0.00	0.00	350.00	0.00	350.00
Johanson & Associates	0.00	0.00	0.00	350.00	700.00	1,050.00
John Zink Company, LLC	0.00	0.00	0.00	1,133.70	0.00	1,133.70
Kitchell	0.00	0.00	0.00	1,074.80	0.00	1,074.80
Law Enforcement Chaplaincy	0.00	0.00	0.00	350.00	0.00	350.00
Low, McKinley, Baleria & Saler	0.00	0.00	0.00	861.10	0.00	861.10
March of Dimes	0.00	0.00	0.00	350.00	0.00	350.00
MOA Deposition Reporters	0.00	0.00	0.00	458.60	0.00	458.60
Morse, Geisler, Callister & Ka	0.00	0.00	0.00	350.00	0.00	350.00
New Horizons	0.00	0.00	0.00	1,178.90	0.00	1,178.90
Parsons Brinckerhoff	0.00	0.00	0.00	204.10	0.00	204.10
PG & E	0.00	0.00	0.00	2,405.10	0.00	2,405.10
PG & E Natomas Park	0.00	0.00	0.00	350.00	175.00	525.00
Presidio (fmrly INX)	0.00	0.00	0.00	524.90	0.00	524.90
Quorum Technologies	0.00	0.00	0.00	350.00	0.00	350.00
Shergill Law Firm	0.00	0.00	0.00	350.00	1,050.00	1,400.00
Sierra West Group	0.00	0.00	0.00	0.00	175.00	175.00
Sutter Suite 100	0.00	0.00	0.00	0.00	1,210.20	1,210.20
Austin Cooper	0.00	0.00	0.00	350.00	350.00	700.00
	0.00	0.00	0.00	1,252.00	0.00	1,252.00
University of Phoenix 2860, Su	0.00	0.00	0.00	2,832.50	0.00	2,832.50
University of Phoenix 2860, Su	0.00	0.00	0.00	3,080.70	0.00	3,080.70
University of Phoenix, Ste 350	0.00	0.00	0.00	1,456.50	0.00	1,456.50
Ventyx	0.00	0.00	0.00	432.50	0.00	432.50
XEROX	0.00	0.00	0.00	667.20	0.00	667.20
TOTAL	0.00	0.00	0.00	52,095.00	9,237.40	61,332.40

	Type	Date	Date	Num	P. O. #	Name	Terms	Due Date	Aging	Open Balance
Current										
Total Current										
1 - 30										
Total 1 - 30										
31 - 60										
Total 31 - 60										
61 - 90										
Total 61 - 90		41732								
> 90		41732								
	Invoice		01/01/2010	105		Johanson & Associates	Due Upon Receipt	01/01/2010	1,669	350.00
	Invoice		01/04/2011	155		Shergill Law Firm	Due Upon Receipt	01/04/2011	1,301	350.00
	Invoice	40179	01/02/2012	16		Thanh T. Foxx, Inc. & W. Austin Cooper	Due Upon Receipt	01/02/2012	938	350.00
	Invoice	40547	01/02/2012	20		Bevan & Bevan & Associates	Due Upon Receipt	01/02/2012	938	350.00
	Invoice	40910	01/02/2012	69		Delegata	Due Upon Receipt	01/02/2012	938	2,438.80
	Invoice	40910	01/02/2012	103		Johanson & Associates	Due Upon Receipt	01/02/2012	938	350.00
	Invoice	40910	01/02/2012	150		Shergill Law Firm	Due Upon Receipt	01/02/2012	938	350.00
	Invoice	40910	01/02/2012	163		Sutter Suite 100	Due Upon Receipt	01/02/2012	938	1,210.20
	Invoice	40910	01/01/2013	342		Bevan & Bevan & Associates	Due Upon Receipt	01/01/2013	573	350.00
	Invoice	40910	01/01/2013	387		Delegata	Due Upon Receipt	01/01/2013	573	2,438.80
	Invoice	41275	01/01/2013	457		Shergill Law Firm	Due Upon Receipt	01/01/2013	573	350.00
	Invoice	41275	01/01/2013	460		Sierra West Group	Due Upon Receipt	01/01/2013	573	175.00
	Invoice	41275	06/18/2013	503		PG & E Natomas Park		06/18/2013	405	175.00
	Invoice	41275	01/01/2014	515		American Income Life Insurance Company		01/01/2014	208	350.00
	Invoice	41443	01/01/2014	523		Thanh T. Foxx, Inc. & W. Austin Cooper	Due Upon Receipt	01/01/2014	208	350.00
	Invoice	41640	01/01/2014	529		Bert L. Howe & Associates	Due Upon Receipt	01/01/2014	208	350.00
	Invoice	41640	01/01/2014	530		Bevan & Bevan & Associates	Due Upon Receipt	01/01/2014	208	350.00
	Invoice	41640	01/01/2014	534		Bowman & Associates	Due Upon Receipt	01/01/2014	208	436.80
	Invoice	41640	01/01/2014	573		Dan Parrish Insurance Services	Due Upon Receipt	01/01/2014	208	350.00
	Invoice	41640	01/01/2014	574		Danka	Due Upon Receipt	01/01/2014	208	350.00
	Invoice	41640	01/01/2014	576		Delegata	Due Upon Receipt	01/01/2014	208	2,438.80
	Invoice	41640	01/01/2014	578		Dequine & Associates	Due Upon Receipt	01/01/2014	208	350.00
	Invoice	41640	01/01/2014	599		Greve, Clifford, Wengel & Paras	Due Upon Receipt	01/01/2014	208	131.30
	Invoice	41640	01/01/2014	608		HT Harvey	Due Upon Receipt	01/01/2014	208	350.00
	Invoice	41640	01/01/2014	612		Presidio (fmrly INX)	Due Upon Receipt	01/01/2014	208	524.90
	Invoice	41640	01/01/2014	616		Johanson & Associates	Due Upon Receipt	01/01/2014	208	350.00
	Invoice	41640	01/01/2014	622		Law Enforcement Chaplaincy	Due Upon Receipt	01/01/2014	208	350.00
	Invoice	41640	01/01/2014	631		New Horizons	Due Upon Receipt	01/01/2014	208	785.94
	Invoice	41640	01/01/2014	640		Parsons Brinckerhoff	Due Upon Receipt	01/01/2014	208	204.10
	Invoice	41640	01/01/2014	642		PG & E	Due Upon Receipt	01/01/2014	208	2,405.10
	Invoice	41640	01/01/2014	643		PG & E Natomas Park		01/01/2014	208	350.00
	Invoice	41640	01/01/2014	645		Quorum Technologies		01/01/2014	208	350.00
	Invoice	41640	01/01/2014	657		Shergill Law Firm	Due Upon Receipt	01/01/2014	208	350.00
	Invoice	41640	01/01/2014	676		Truven Health Analytics	Due Upon Receipt	01/01/2014	208	1,252.00
	Invoice	41640	04/03/2014	698		Ratto Law Firm		04/03/2014	116	262.50
Total > 90		41640								22,228.64
TOTAL		41640								22,228.64