

TOWN OF GROTTOS
TOWN COUNCIL WORKSESSION AGENDA
November 13, 2023
6:00 P.M.

CALL TO ORDER – MAYOR PLASTER

1. Use of remaining water ARPA funds
2. GPR Study Results
3. Christmas Parade

TOWN OF GROTTOS
TOWN COUNCIL MEETING AGENDA
November 13, 2023
7:00 P.M.

CALL TO ORDER – MAYOR PLASTER

ROLL CALLING –CLERK MORRIS

WELCOME CITIZENS

APPROVAL OF MINUTES – FROM THE MEETINGS OF OCTOBER 11, 2023.

PRESENTATION OF PETITIONS AND CLAIMS (PUBLIC COMMENT)

REPORTS OF THE STANDING COMMITTEES:

1. Finance – Council member Raynes, Chair
 - a. ACTION - Approval of Financial Reports
2. Water and Sewer – Council member Bailey, Chair
3. Ordinance, Health, and Property – Council member Kohl, Chair
4. Streets and Street Lights – Council member Justis, Chair
5. Parks, Recreation and Public Facilities – Council member Chittum, Chair
6. Special Events - Council member Leeth, Chair
7. Personnel, Fire and Police Protection – Mayor Plaster, Chair

STAFF REPORTS:

1. Town Manager
2. Town Attorney
3. Treasurer
4. Assistant to Town Manager
5. Police Chief
6. Public Works Director

7. Parks and Tourism Director

NEW BUSINESS

OLD BUSINESS

ADJOURN

October 11, 2023

A work session of the Town Council of the Town of Grottoes was held on Wednesday October 11, 2023, at the Grottoes Town Hall, Grottoes, Virginia.

CALL TO ORDER

Mayor Plaster called the work session of October 11, 2023, of the Grottoes Town Council to order at 6:00 p.m.

ATTENDANCE: Council Members present: Mayor Jo Plaster, Tim Leeth, David Raynes, Joshua Bailey, Jim Justis, Michael Kohl and Eddie Chittum.

Other Town Officials present were: Town Attorney Michael Helm, Town Manager Stefanie McAlister, Deputy Clerk Jennifer Whetzel, Treasurer Rhonda Danner, Public Works Director AJ Hummel, and Parks Director Austin Shank.

The first item on the agenda was the Pay Structure Presentation. Town Manager Stefanie McAlister said a few words about Merit based pay and that some members of council had suggested that it be researched and how it could be implemented. Parks Director Austin Shank put together a presentation, handout and slide show detailing how each town conducts raises for their employees and how Merit based raises are not something that seems to work in a local government setting. Manager McAlister suggested possible incentives to employees going above and beyond. Council member Leeth believes there should be a metric system in place to determine raises, not just because. Council members Bailey and, believe that there should be a detailed reason behind raises. Mayor Plaster said that we are in a better place than we were a few years ago with competitive salaries, which has helped with the retention of employees, but we did have to do a steady climb.

Mayor Plaster said we will discuss Year End Financial Review which is the second item on the agenda. Manager McAlister and Treasurer Danner presented a handout on the Year End 2023 Financial Review. Manager McAlister went over the FY 23 Revenue and Expenses focusing on the charts without the ARPA money. The town's revenue for Admin came in over, at 118% mostly due to more revenue from personal property taxes, a grant from Rockingham County and highway money. Water Revenue came in under, at 72% and Sewer came in under at 83% mostly due to less water/sewer hook ups due to the halt in construction in the Shady Creek Subdivision. For the Parks Fund, we only brought in 96% or \$30,000 short, reasoning are the shortened pool season and supplies and things needed for the pool. The total shortfall for FY 23 came to about \$330,000 and again Manager McAlister pointed out this was mainly because of the lack of the water/sewer connections. Manager McAlister went over the towns FY23 expenses, pointing out the Street expenses at 162%, explaining this was due to increased rates by Dominion for streetlights. Manager McAlister stated that even with the overage, the town still came in under budget for the year. The remaining amount in the budget then goes into the town's capital account to be used for

capital projects as they come along. Manager McAlister touched on an item in her staff report. Stating that she and Treasurer Danner had a meeting recently with Atlantic Union Bank representatives. She spoke with them about the money that the town currently has in the bank and how it can gain interest. The bank's VP of treasury suggested the Maximum Investment Sweep. Manager McAlister stated that there would be roughly \$9,000.00 of positive interest that the Town's bank account would start to incur with Atlantic Union Bank.

Mayor Plaster said we will discuss item number three on the agenda; the Shendun Hills Plat Review. Manager McAlister informed the council that the Shendun Hills plat has been provided for consideration and approval. The reconfigured plat has 14 duplexes in the B3 zoned area and 4 single family houses on the north side, which is zoned R1. Manager McAlister says that the way the plat is drawn, will give them the ability to get the required lot sizes and road frontages for what they are proposing. Manager McAlister stated to council that she wanted to get the plat to them to see if they had any questions before it goes to the regular session of the Town Council Meeting.

Mayor Plaster said Council member Justis had something he would like to discuss. Council member Justis stated that the Street Committee is suggesting that there be a 4-way stop sign at the intersection of 14th Street and Forest Avenue. He stated that the Street Committee would like to purchase 4 sets of temporary warning strips and 4 solar powered flashing stop signs for this intersection. He stated that once the residents are accustomed to the change, the signs can be moved to a new location and permanent ones put in their place. Council member Justis also stated that the Street Committee is going to do a long-term study; approximately 3-6 months long for traffic pattern and signage.

Mayor Plaster adjourned the work session at 6:48 p.m.

October 11, 2023

A regular session of the Town Council of the Town of Grottoes was held on Wednesday, October 11th 2023, at 7:00 p.m. at the Grottoes Town Hall, Grottoes, Virginia.

CALL TO ORDER

Mayor Plaster called the regular session of October 11th 2023 of the Grottoes Town Council to order at 7:00 p.m. Mayor Plaster asked for a roll call.

ATTENDANCE: Council Members present: Eddie Chittum, Joshua Bailey, Jim Justis, Mayor Jo Plaster, David Raynes, Michael Kohl and Tim Leeth.

Other Town Officials present: Attorney Michael Helm, Town Manager Stefanie McAlister, Deputy Clerk Jennifer Whetzel, Parks Director Austin Shank, Treasurer Rhonda Danner, and Public Works Director AJ Hummel.

APPROVAL OF MINUTES

On motion by Council member Raynes, seconded by Council member Justis, and carried by a vote of 6-0, voting recorded as follows: JUSTIS – AYE; BAILEY – AYE; CHITTUM – AYE; RAYNES – AYE; KOHL – AYE, LEETH – AYE; the Council approved the minutes from the meetings on September 11th 2023 and the special meeting on September 14th, 2023, as presented.

PRESENTATION OF PETITIONS AND CLAIMS (public comment)

No public comments

REPORTS OF STANDING COMMITTEE:

FINANCE – Council member Raynes made a motion, seconded by Council member Leeth, and carried by a vote of 6-0, voting recorded as follows: JUSTIS – AYE; BAILEY – AYE; RAYNES - AYE; KOHL – AYE; LEETH – AYE, CHITTUM – AYE, to approve the financial reports for the month of September 2023.

WATER AND SEWER – Council member Bailey said they would be setting up a meeting in the next few weeks.

ORDINANCE, HEALTH, AND PROPERTY – no report

STREET AND STREET LIGHTS – Council member Justis made a motion, seconded by council member Bailey, and carried by a vote of 5-1, recording as follows: JUSTIS—AYE, BAILEY—AYE, CHITTUM—NAY, RAYNES—AYE, KOHL—AYE, LEETH—AYE; to approve a 4-way stop at the intersection of 14th Street and Forest Avenue utilizing 4 solar powered flashing stop signs and 4 temporary warning strips with a total estimated cost of \$9200.00 and expenditure on the project not to exceed \$10,000.

PARKS, RECREATION AND PUBLIC FACILITIES – no report

SPECIAL EVENTS – Council member Leeth announced the Senior Citizens Luncheon went very well with over 130 meals provided to town senior citizen residents.

PERSONNEL, FIRE AND POLICE PROTECTION – Mayor Plaster announced that the Veterans Day ceremony is Saturday November 11th. She also thanked Public Works Director AJ Hummel and Public Works employees for all their hard work.

STAFF REPORTS

TOWN MANAGER. Manager McAlister pointed out from her staff report that the 7th Street and 13th Street water line replacement has improved the towns water loss since Atkins has completed the project.

ATTORNEY. No report.

TREASURER. Treasurer Rhonda Danner stated that the Towns new bill pay portal PSN Invoice Cloud is up and running. The town will now be able to accept credit card payments for utilities, taxes, and other miscellaneous payments. The town is currently utilizing a loaner credit card machine until the one purchased is delivered.

ASSISTANT TO TOWN MANAGER. A written report was provided. There were no additional comments from staff and no questions or comments from Council members.

POLICE CHIEF. A written report was provided. There were no additional comments from staff and no questions or comments from Council members.

PUBLIC WORKS. A written report was provided. There were no additional comments from staff and no questions or comments from Council members.

PARK AND TOURISM DIRECTOR. Director Austin Shank said the GPR study was done on Grand Caverns Pool on 9/14/2023 and that the results should be in by the end of this week. He also mentioned that the Fall Festival and Haunted Cave are coming up on October 28th and 29th and volunteers are needed.

NEW BUSINESS – Council member Justis made a motion, seconded by Council member Leeth, and carried by a vote of 6-0, voting recorded as follows: JUSTIS – AYE; BAILEY – AYE; RAYNES – AYE; KOHL – AYE, LEETH – AYE, CHITTUM--AYE; to approve the Planning Commission recommendation of the plat and subdivision of land for Shendun Hills Subdivision.

OLD BUSINESS – nothing to report.

Mayor Plaster declared the meeting adjourned at 7:11 p.m.

Mayor

Clerk



MEMORANDUM

TO: Mayor and Town Council
FROM: Stefanie McAlister, Town Manager
DATE: 10 November 2023
SUBJECT: Staff Report

1. Water and Sewer Committee Update

After the completion of several water line replacements and the awarding of a contract for radio read water meters, there is \$346,762 of ARPA-SLFRFs left from the allocation to the water fund. Staff met with the Water and Sewer Committee of council to discuss use of these funds. Currently it is difficult to isolate and shut off water supply to only section of the water network at a time. To improve this situation staff recommends that we set aside \$100,000 to add valves at strategic locations in the network. A contractor will be used to do insert valves: four (4) new valves on 8-inch water lines and eight (8) valves on 2-inch water lines. The remaining necessary valves will be purchased and installed by Town public works crews.

The second recommendation is to utilize approximately \$200,000 to purchase meter bases, setters, lids, rings and other necessary parts. As currently installed meters age, and with the new radio read meter installation project about to begin, replacement of the parts listed above will be an improvement to assets of the town's system.

The third recommendation is to extend the water line at the 200 block of 12th Street. This will improve the line network in that area by looping/connecting the lines. The cost of this project is approximately \$8,000.

And fourth is a recommendation to use a portion of these funds for the emergency well #1 motor and pump replacement that just occurred. The total cost for that was \$20,750. All recommended projects total \$328,750. If all are accepted by Council, approximately \$18,012 will remain of ARPA-SLFR funds in the water fund.

2. GloFiber Cable Franchise

Shentel/Glo Fiber is interested in pursuing a full cable franchise agreement with the Town of Grottoes. Currently there is an agreement for Glo Fiber to build a data-only product in the Town rights-of-way. A contact template We have contract template from Glo Fiber that I and the town attorney are in the process of reviewing. More information will come.

**Treasurer's Staff Report
November 2023****Audit**

The auditor that had been working on our FY20 audit has left PB Mares, however I received an email on November 8th stating that the audit is over 90% complete. The final draft report is expected in December. The FY21 audit will begin in December.

Taxes

We have received both real estate and personal property tax files from Rockingham County. These have been sent to Southern Software for the data conversion process. We are scheduled to have bills printed the first of December. Taxes are mailed out yearly on 1/5 and due on 2/5 for the previous calendar year.

Business License (July 1 – June 30)

Issued in October: 8

October Revenue: \$424.80

Utility Billing

Billing Period: 08/15/2023-10/15/2023

Billing Date: 11/05/2023

Due date: 12/05/2023

Total Billing Amount: 190,903.06

Number of bills Generated: 1375

Difference from previous billing: 5

Number of bills printed: 1080

Number of bills emailed: 295

Total water/sewer and trash applications during month of October: 5

Accounts Payable

Date: October 2023

Number of May Checks: 87

Total June AP Expense: \$316,536.49



**Land Development Staff Report
November 2023**

Zoning Permits issued (October 2023)

- 4 Permits
- 1 Single-Family
- 0 Town houses
- 1 Fence
- 2 Electric upgrade

2023 total to date
 92 Total Permits
2023 Total Dwellings
 15 Single-Family
 14 Townhouse units

Forest Station - (21st Street) – Construction continues on the first group of six townhouses. The developer will be extending the 12” water line and tying it into the town’s water system.

Cherry Street Townhouses - Construction continues on the Cherry Street Townhouses.

R-7 Area East of Cherry Avenue – Single family residential development continues, and the developers continue to run all service lines and construct the roads to state standards. Active construction continues along 16th Street and 14th Street.

Shady Creek – The developer is working on a contractual agreement with Ryan Homes. If this agreement happens construction on the next phase will begin spring of 2024. Site plan review has been completed and approved by town staff and all departments at Rockingham County for Phases 3-7. The developer has obtained the easements for the left turn lane off Eastside Highway, which must be completed before phase 6 (townhouses) can begin.

Respectfully submitted:
 Tara Morris, Assistant to Town Manager

Grottoes Police Department Staff Report November 2023

Staffing.

	Authorized	Filled	Vacant
Chief	1	1	0
Sergeant	1	1	0
Officer	4	3	1

The police officer position is still unfilled. Active recruitment continues.

Sgt. Knight is temporarily filling the vacant officer position when part-time officers are not available. This assures that 24-hour police coverage remains.

Staff Development:

Officers J.Shipley and A. Elmore attended a 4-hour search warrant class at the Central Shenandoah Criminal Justice Academy. The class is designed to help officers understand the process of obtaining search warrants and what type of information is needed.

Community events:

The Police Department assisted South River Elementary with their Fall Festival. Officers conducted traffic control operations for visitors entering and exiting the school grounds.

The Police Department participated in the trunk or treat portion of the Grand Caverns Fall Festival.

Respectfully submitted:
Jason Sullivan
Chief of Police

November 2023

PUBLIC WORKS STAFF REPORT

Staffing	Authorized	Filled	Vacant
Public Works Director	1	1	0
Asst. Public Works Director	1	1	0
Public Works Crew Leader	1	1	0
Maintenance/Utilities Tech	6	6	0
Wastewater Treatment Operator	1	1	0
Part-Time Seasonal Laborer	3	1	2

Continuing development in new areas of town will mean more infrastructure that requires maintenance. Maintaining sufficient staffing levels is critical and evaluating appropriate levels will be done yearly.

STREETS

Buildout by the developers of the extensions of 14th and 16th Streets continues. As required by code all streets are constructed to VDOT standards.

WATER AND SEWER

Septic Tanks

Staff are working a rotating schedule to get the septic tank pumping back on a consistent schedule. In the future, we will be pumping businesses in town with higher sewer usage (i.e., restaurants and convenience stores) more frequently, once a year, at a minimum. Currently there are 1,107 septic tanks in town. Besides working on a consistent rotating schedule of pumping, staff also pump tanks as requested by citizens. Of that total number of tanks, 335 (33%) have not been pumped in the last 10 years and are our priority. The EPA suggests that septic tanks should be pumped every 5 years. Since our system is designed differently than a typical residential septic tank and drain field system, pumping should not be necessary that frequently. However, the staff is working to ensure that all tanks are inspected at a minimum every 5 years, and a log citing the condition of the tank is kept.

Wastewater Plant

Currently the WWTP operates at about 75% - 80% of its operating capacity. There is a need to begin planning for the dredging of Lagoon A. Over the years sludge accumulates in lagoons and should be periodically removed. Our understanding is that this has not

happened in Lagoon A. As sludge builds the capacity of the lagoon diminishes and makes the processing less tolerant of infiltration. There is much involved with a lagoon dredging project especially considering that this is a clay lined lagoon. Staff will continue to investigate how to move forward with this project.

Mr. Wolverton does great work for the town in running, complying, and maintaining the WWTP.

A.J. met with Rob Mangrum at the WWTP and they began discussing ways to make the plant run more efficiently and to look at ways to upgrade the plant in the future. Since that meeting the town has contracted the services of Mr. Mangrum to conduct a wastewater treatment plant capacity and condition assessment report. The report will also investigate planning the dredging of lagoon A if that is found to be necessary.

Water

Town staff in the coming months will be busy getting 2" and 8" main line valves installed to help isolate for leak repairs.

Our staff is updating the GIS map of the utilities whenever a new asset is found or is worked on.

The pump and motor on well #1 unexpectedly stopped working on 11/2. Valley Well and Water Solutions (formerly Burner Well Drilling) was able to get a new pump and motor and town staff worked with them to get it installed 11/6. The installation went smoothly, and the new equipment was put in place. Well 1 is again fully functional.

Whenever there is a disruption in water service, for example a new water line is put in service or the well pump replacement, staff chlorinates the water system to clear out any micro-organisms and/or bacteria that may have been introduced to the system. We also chlorinate it twice per year. All chlorination is done in compliance with VDH regulations.

New construction

The Public Works Department conducts inspections for all new water, sewer, and street installations throughout town. As we all know there is a lot of construction around town. The town staff is always looking and trying to plan on the water and sewer service increases. Glo fiber is in the process of running conduit in the alley ways around town which in turn is keeping the Town staff busy marking utilities and repairing sewer laterals. R&L construction is also in full swing of building houses on 16th.St.

Shady Creek Subdivision

There is no new construction currently.

VEHICLE AND EQUIPMENT MAINTENANCE

The department supplies preventative maintenance for the Town's equipment and vehicles, including the police department. The Town received a new utility truck which will benefit staff with snow removal and the establishment of crews.

PARKS AND FACILITIES

Public works staff are working with Parks to get projects at both locations done.

10/1/2023	Maintenance	605 16th.St.	JS,LR	Replace meter set up	Replaced meter set up	Water	4 Hrs.
	Maintenance	202 7th. St.	TB	Water leak 2" main	Fixed 2" water main	Water	1 Hr.
10/2/2023	Maintenance	202 7th.St.	TB	Water leak 2" main	Fixed 2" water main	Water	1 Hr.
	Maintenance	Grand Caverns	JP,JS,BK,LR,LK	Hang lights for Bluegrass	Hung Lights	Parks	1 Hr.
10/3/2023	Homeowner	304 6th.St.	JP,LR,JS,BK	Trim limbs over roadway	Trimmed tree limbs	Streets	1 Hr.
	Homeowner	605 5TH. St.	JS,LR	Pump septic tank	Pumped septic tank	Sewer	2 Hrs.
10/4/2023	Maintenance	300 7th. St.	JP,DS,BK	Replace septic lid	Replaced septic lid	Sewer	1 Hr.
10/5/2023	Maintenance	A St.	JP,DS,BK	Trim limbs over roadway	Trimmed tree limbs	Streets	1 Hr.
10/5/2023	Homeowner	93 A Cary	DS,JP	Pump septic tank	Pumped septic tank	Sewer	2 Hrs.
10/10/2023	Homeowner	70 Cary	JS,LR	Pump septic tank	Pumped septic tank	Sewer	2 Hrs.
10/10/2023	Maintenance	200 A Dogwood	DS,LR,JS	Remove tree from ditch	Removed tree	Streets	1 Hr.
10/10/2023	Maintenance	102 8th. St.	JP,DS,BK	Install sign	Installed sign	Streets	1 Hr.
10/11/2023	Maintenance	Park Ave.& A1/2	DS,JP,BK	Install new signs at the end of Park Ave.	Installed new signs& post	Streets	3 Hrs.
10/16/2023	Maintenance	1901 Cherry Ave.	JP,LR,TB	Fix sewer lateral	Fixed sewer lateral	Sewer	1 Hr.
10/19/2023	Maintenance	94 Augusta Ave.	DS,JP,LR	Water leak 2" main	Fixed 2" water main	Water	2 Hrs.
10/19/2023	Homeowner	400 Cherry Ave.	DS,JP	Pump septic tank	Pumped septic tank	Sewer	2 Hrs.
10/20/2023	Homeowner	207 2nd. St.	LR,BK	Pump septic tank	Pumped septic tank	Sewer	2 Hrs.
10/23/2023	Homeowner	706 12th. St.	DS,JP	Pump septic tank	Pumped septic tank	Sewer	2 Hrs.
10/23/2023	Maintenance	Cherry Ave.	JS,LR	Replace signs & post	Replaced signs & Post	Streets	4 Hrs.
10/24/2023	Maintenance	Cherry&Elm	LR,JS	Replace signs & post	Replaced signs & Post	Streets	2 Hrs.
10/25/2023	Maintenance	5th.St.&Broad	JP,JS,DS,LR	Water leak 2" main	Fixed 2" water main	Water	3 Hrs.
10/25/2023	Maintenance	304 10th.St.	JP,DS,JS,LR	Water leak 2" main	Fixed 2" water main	Water	2 Hrs.
10/26/2023	Maintenance	C St.	DS,JP,JS,BK	Water leak 2" main	Leak across the road	Water	5 Hrs.
10/26/2023	Maintenance	204 19th St.	DS,JS,JP	Contractor bored through sewer lateral	Repaired sewer lateral	Sewer	1 Hr.
10/27/2023	Maintenance	703 5th. St.	DS,LR,BK	Broken baffle in septic tank	Replaced broken baffle in septic tank	Sewer	3 Hrs.
10/30/2023	Homeowner	209 2nd. St.	DS,JP	Pump septic tank	Pumped septic tank	Sewer	2 Hrs.
10/30/2023	Maintenance	305 19th. St.	JS,LR,BK	Water leak 2" main	Fixed 2" water main	Water	4 Hrs.

10/31/2023	Maintenance	Teter Rd.	LR,JS,BK	Water leak 2" main	Fixed 2" water main	Water	6 Hrs.
10/31/2023	Maintenance	New pole barn	DS,TB,JP	Install bird netting move things into barn	Installed netting and moved things	Streets	7 Hrs.

**Parks & Tourism Staff Report
November 2023**

Staffing:	Authorized	Filled	Vacant
Parks & Tourism Director	1	1	0
Parks & Tourism Assistant Director	1	1	0
Parks Coordinator	1	1	0
Park Ranger II	1	0	1
Park Ranger I	-	11	-
Park Aide	-	0	-

- Park Aide and Park Ranger I positions replace the prior terminology of Tour Guide. Previously, there were 21 authorized tour guide positions. Staff will determine employee numbers once each position type is filled. With this improved staffing structure, we anticipate needing fewer overall employees.

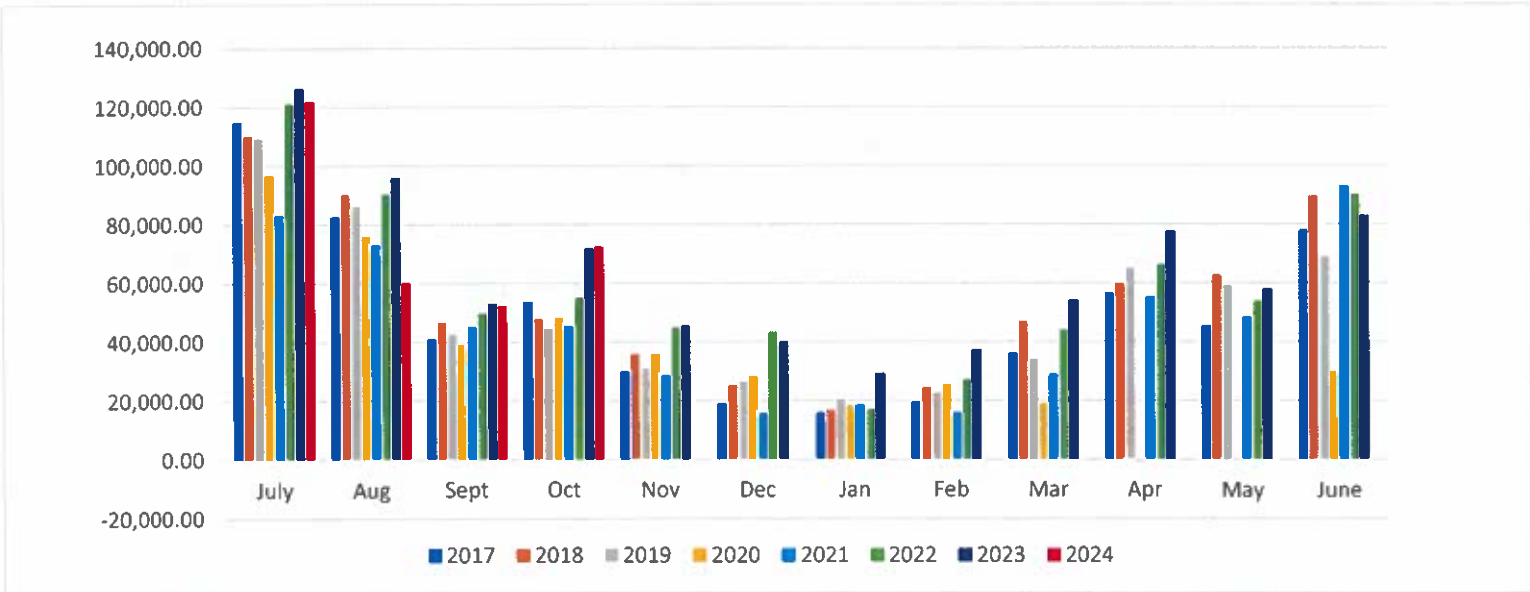
Revenue:

Parks & Tourism generated \$72,362.94 in revenue for the month of October. To compare with previous years please reference the charts at the end of this report.

- 1. Phase 2 Communications in Grand Caverns:** This project, funded by Parks Department ARPA money, is nearing completion. All cabling and conduit is installed and have passed testing. We have two new emergency phones online and expect to have the other two live by the end of this week. This has been delayed slightly due to some issues with moisture which we had to remediate prior to installation. Following the phone installation, the wireless overlay will be configured. We expect to have this completed next week.
- 2. GPR study of the community pool** with TRC was completed on 9/14/2023. The findings have been submitted to the Town Council along with a comparison summary of the 2022 & 2023 report.
- 3. Fall Festival** was a success with about 1,000 people in attendance over a 3-hour period. As a couple of council members can attest, this year's Fall Festival was an improvement on last year's event if for no other reason than the smooth and organized flow of visitors. This event is a golden community engagement opportunity with many local businesses and partners in participation and support.
- 4. Haunted Cave** sold 580 tickets and generated \$11,171.51 in revenue over the two-day period, 10/28 & 10/29. This was our second consecutive year offering this unique opportunity, one that has begun to be emulated by other show caves in the area. We received overwhelming positive feedback, many claiming our Haunted Cave was better than Fear Forest in Harrisonburg. Credit deservedly goes to the entire Parks & Tourism Department, but especially Tracey Collins our Assistant Director who spearheaded this event with our department's Special Events Committee.
- 5. Caroling in the Caverns** tickets have gone live!

Respectfully submitted,
Austin Shank
Parks & Tourism Director

Revenue per Month by Fiscal Year								
	2016/2017	2017/2018	2018/2019	2019/2020	2020/2021	2021/2022	2022/2023	2023/2024
July	114,666.02	109,906.75	109,049.62	96,790.05	83,045.02	121,183.39	126,333.08	121,896.53
August	82,400.00	90,052.60	86,369.02	75,955.14	73,099.04	90,498.86	95,857.62	60,252.18
September	40,864.00	46,500.01	42,753.13	39,037.34	45,294.81	49,867.95	53,129.49	52,043.89
October	53,621.00	47,728.97	44,111.49	48,171.93	45,446.76	55,187.46	71,849.43	72,362.94
November	29,960.14	35,864.01	31,040.05	35,719.21	28,575.92	45,122.38	45,510.93	
December	19,065.81	25,078.17	26,501.92	28,439.56	15,788.80	43,131.17	39,826.13	
January	15,989.60	16,933.85	20,391.97	18,631.61	18,618.06	17,038.43	29,243.19	
February	19,589.22	24,394.21	22,570.37	25,357.98	16,009.96	27,089.55	37,269.68	
March	35,916.00	46,890.09	33,851.06	19,130.58	28,944.34	44,157.10	54,117.45	
April	56,393.64	59,677.04	65,301.31	-777.78	55,284.51	66,405.33	77,696.74	
May	45,428.42	62,606.36	58,972.15	50.60	48,287.55	53,997.59	57,678.58	
June	77,932.89	89,339.00	68,952.85	29,959.89	93,205.09	90,247.33	82,750.64	
Total	591,826.74	654,971.06	609,864.94	416,466.11	551,599.86	703,926.54	771,272.96	234,192.60



Total Revenue

