



CERTIFIED AGENDA
THURSDAY, JUNE 21, 2018, 4:00 P.M.
311 W. WOODARD STREET, DENISON, TEXAS

PUBLIC NOTICE

The Denison Development Alliance will meet in a regular session beginning on Thursday, June 21, 2018, at 4:00 P.M. in the Conference Room at the Denison Development Alliance, 311 West Woodard Street, Denison, Texas. An agenda listing items to be considered at that time is as follows:

CALL TO ORDER
ORDER OF BUSINESS

- I. CONSIDER APPROVAL OF THE REGULAR CALLED MEETING MINUTES HELD MAY 16, 2018.**
- II. CONSIDER APPROVAL OF THE APRIL 2018 FINANCIAL REPORTS.**
- III. REVIEW MONTHLY INVESTMENT REPORT.**
- IV. MONTHLY STAFF REPORTS.**

THE DENISON DEVELOPMENT ALLIANCE OF DENISON, TEXAS, RESERVES THE RIGHT TO ADJOURN INTO EXECUTIVE SESSION AT ANY TIME DURING THE COURSE OF THIS MEETING TO DISCUSS ANY OF THE MATTERS LISTED ABOVE, AS AUTHORIZED BY TEXAS GOVERNMENT CODE SECTIONS 551.071 (CONSULTATION WITH ATTORNEY), 551.072 (DELIBERATIONS ABOUT REAL PROPERTY), 551.073 (DELIBERATIONS ABOUT GIFTS AND DONATIONS), 551.074 DELIBERATIONS ABOUT PERSONNEL MATTERS), 551.075 (DELIBERATIONS ABOUT SECURITY DEVICES), 551.087 (DELIBERATIONS ABOUT ECONOMIC DEVELOPMENT).

EXECUTIVE SESSION (CLOSED), SECTION 551.087 OF THE TEXAS GOVERNMENT CODE.

I. DELIBERATION REGARDING ECONOMIC DEVELOPMENT NEGOTIATIONS

Consider incentives, if any, for Project SWAG and Project WIND.

Following the closed Executive Session, the Board will reconvene in open public session and take such action as may be desirable or necessary as a result of the closed deliberation, namely:

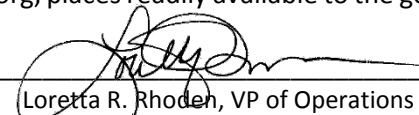
I. DELIBERATION REGARDING ECONOMIC DEVELOPMENT NEGOTIATIONS

Consider incentives, if any, for Project SWAG and Project WIND.

ADJOURN

CERTIFICATION

I, Loretta R. Rhoden, Vice President of Operations of the Denison Development Alliance, do hereby certify the above foregoing notice of public meeting was posted at the entrance of the Denison Development Alliance Building, 311 W. Woodard, Denison, Texas, and online at www.denisontx.org, places readily available to the general public at all times, this the 18th day of June, 2018, at 3:30 pm.



Loretta R. Rhoden, VP of Operations

IN COMPLIANCE WITH THE AMERICANS WITH DISABILITIES ACT, THE DENISON DEVELOPMENT ALLIANCE WILL PROVIDE FOR REASONABLE ACCOMMODATIONS FOR PERSONS ATTENDING THE BOARD MEETING. TO BETTER SERVE YOU, REQUESTS SHOULD BE RECEIVED 48 HOURS PRIOR TO THE MEETING. PLEASE CONTACT THE VP OF OPERATION'S OFFICE AT 903.464.0883.



MINUTES OF MEETING
WEDNESDAY, MAY 16, 2018, 4:00 P.M.
DENISON DEVELOPMENT ALLIANCE
311 W. WOODARD STREET, DENISON, TEXAS

MEMBERS PRESENT: Robert Brady, Brett Evans, David Spindle, Robert Sylvester

MEMBERS ABSENT: Matthew Looney

STAFF PRESENT: Tony Kaai, CECD – President, Loretta Rhoden – VP of Operations,
William Myers, CECD – VP of Business Development

MEETING WAS CALLED TO ORDER BY DAVID SPINDLE, CHAIRMAN AT 4:00 P.M.

- I. REVIEW AND CONSIDER APPROVAL OF THE REGULAR CALLED MEETING MINUTES HELD APRIL 19, 2018:** Reviewed by members. Robert Brady motioned to approve the regular called meeting minutes as submitted by staff. Brett Evans seconded. Motion was unanimously approved.
- II. REVIEW AND CONSIDER APPROVAL OF THE MARCH 2018 FINANCIAL REPORTS.** Discussed among staff and members. Robert Sylvester moved to approve the March financial reports as submitted by Veronica Davis, CPA. Robert Brady seconded, and the motion was unanimously approved.
- III. REVIEW MONTHLY INVESTMENT REPORT:** Loretta Rhoden, VP of Operations, reported the only changes to this month's investment report was the accrued interest and obligated incentive payments made during the month. Reviewed by Board members. No action needed.
- IV. MONTHLY STAFF REPORT:** Presented by DDA staff members. No action needed.

ANNOUNCEMENT BY PRESIDING OFFICER: "As authorized by Section 551.087 of the Texas Government Code, Chairman Spindle announced the Denison Development Alliance will not be adjourning into closed Executive Session on the 16th day of May, 2018, at 4:45 P.M. to consider the following:

- I. DELIBERATION REGARDING ECONOMIC DEVELOPMENT NEGOTIATIONS**
Consider incentives, if any, for Projects: THREE

THERE BEING NO FURTHER BUSINESS THE MEETING WAS ADJOURNED AT 4:45P.M.

David Spindle, Chairman

Date Approved

Denison Development Alliance

Financial Statements

April 30, 2018

See Independent Accountant's Compilation Report
Veronica Brown Davis, CPA

Veronica Brown Davis, CPA

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Phone 903-463-3765 Fax 903-463-7262

INDEPENDENT ACCOUNTANT'S COMPILATION REPORT

To the Board of Directors
Denison Development Alliance
Denison, Texas

Management is responsible for the accompanying financial statements of the Denison Development Alliance (a nonprofit organization and component unit of the City of Denison, Texas), which comprise the statement of financial position as of April 30, 2018, and the related statements of activities, budgeted and actual, for the one month and year-to-date then ended in accordance with accounting principles generally accepted in the United States of America. I have performed a compilation engagement in accordance with Statements on Standards for Accounting and Review Services promulgated by the Accounting and Review Services Committee of the AICPA. I did not audit or review the financial statements nor was I required to perform any procedures to verify the accuracy or completeness of the information provided by management. Accordingly, I do not express an opinion, a conclusion, nor provide any form of assurance on these financial statements.

The accompanying budget of the Denison Development Alliance for the one month and seven months ended April 30, 2018, have not been compiled or examined by me and, accordingly, I do not express an opinion or any other form of assurance on it.

Management has elected to omit the statement of cash flows, and substantially all of the disclosures required in financial statements prepared in accordance with accounting principles generally accepted in the United States of America. If the omitted statement and disclosures were included in the financial statements, they might influence the user's conclusions about the Organization's financial position, changes in net assets, and cash flows. Management has also elected to omit the summaries of significant assumptions and accounting policies required under established guidelines for presentation of prospective financial statements. If the omitted summaries were included in the budgeted information, they might influence the user's conclusions about the organization's budgeted information. Accordingly, these financial statements and budget information are not designed for those who are not informed about such matters.

As explained in note 2 to the financial statements, generally accepted accounting principles require that fixed assets be capitalized and depreciated over their estimated useful lives, and that loan proceeds and repayments be reported as an increase to reduction of a liability. The organization's management has elected to budget current year loan proceeds as income and certain capital purchases and loan payments as expenses. The effect of these departures from generally accepted accounting principles on financial position and results of operations has not been determined.

Veronica Brown Davis, CPA

Denison, Texas
June 13, 2018

Denison Development Alliance
Statement of Financial Position
April 30, 2018

ASSETS

Current Assets

Cash on hand	\$ 200.00
First United Ckg. Account	28,306.14
Landmark Checking Account	310,046.69
Landmark MM Account	1,450,125.14
First United MM Account	162,885.49
MMA 4416 - Def Comp	306,963.42
Accounts Receivable	33,851.23
Sales tax receivable	<u>198,455.39</u>

Total Current Assets		\$ 2,490,833.50
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Fixed Assets

Equipment	\$ 5,757.00
---less depreciation	(5,757.00)
 Furniture & fixtures	 6,125.94
---less depreciation	(6,125.94)
 Buildings	 4,243,974.77
---less depreciation	(1,361,288.16)
 Leasehold improvements	 51,916.64
---less depreciation	(22,099.56)
 Ind Park Infrs/streets	 186,608.00
---less depreciation	(27,835.72)
 Land	 437,842.73
Hwy 75/84 Property	1,250,000.00
Land improvements	192,564.42
--- less depreciation	<u>(19,898.32)</u>

Total Fixed Assets		<u>4,931,784.80</u>
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Total Assets	\$	<u><u>7,422,618.30</u></u>
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Denison Development Alliance
Statement of Financial Position
April 30, 2018

LIABILITIES AND NET ASSETS

Current Liabilities

Security Deposit - Florestone	\$ 67,702.46
Payroll taxes payable	4.05
Accrued Interest Payable	6,667.35
Deferred Revenue	35,517.23
Accrued comp. absences	66,270.00
Accrued Deferred Compensation	256,717.26
CP - Note Pay - ABT Florestone	413,884.90
CP- Woodforest Nat. Bank	<u>66,000.00</u>

Total Current Liabilities \$ 912,763.25

Long-term Liabilities

American Bank- Florestone Note	1,046,509.25
Woodforest Nat. Bk. Loan	505,000.00
Less current portion	<u>(479,884.90)</u>

Total Long-term Liabilities \$ 1,071,624.35

Net Assets

Unrestricted	1,819,150.58
Restricted for long-term debt	13,217.00
Net invested in capital assets	3,157,100.00
Current yr rev over(under) expenses	<u>448,763.12</u>

Total Net Assets 5,438,230.70

Total Liabilities & Net Assets \$ 7,422,618.30

Denison Development Alliance
Statement of Activities - Budgeted and Actual
For the One Month and Year to Date Periods Ended April 30, 2018

	<u>Current Month</u>	<u>Current Month Budget</u>	<u>Variance</u>	<u>YTD Actual</u>	<u>YTD Budget</u>	<u>YTD Variance</u>	<u>Annual Budget</u>
Revenues							
4a Sales Tax Revenue	\$ 198,455.39	\$ 149,581.17	\$ 48,874.22	\$ 927,503.06	\$ 1,047,068.17	\$ (119,565.11)	\$ 1,794,974.00
Billboard Reimbursement	1,666.00	1,691.00	(25.00)	11,662.00	11,837.00	(175.00)	20,292.00
Interest Income	173.27	321.17	(147.90)	1,510.22	2,248.17	(737.95)	3,854.00
Lease Income - Florestone	33,851.23	33,851.17	0.06	236,958.61	236,958.17	0.44	406,214.00
Property Tax Income - Florestone	-	7,783.33	(7,783.33)	23,143.68	54,483.33	(31,339.65)	93,400.00
Total Revenues	\$ 234,145.89	\$ 193,227.84	\$ 40,918.05	\$ 1,200,777.57	\$ 1,352,594.84	\$ (151,817.27)	\$ 2,318,734.00
Expenses							
Administrative							
Annual Meeting (Summit)	\$ -	\$ 541.67	\$ 541.67	\$ 6,066.03	\$ 3,791.67	\$ (2,274.36)	\$ 6,500.00
Audit/Accounting	770.84	1,395.83	624.99	14,270.76	9,770.83	(4,499.93)	16,750.00
Automotive Allowance	950.00	950.00	-	6,650.00	6,650.00	-	11,400.00
Bank Fees	-	4.17	4.17	10.00	29.17	19.17	50.00
Computer Expenses	16.15	458.33	442.18	1,371.40	3,208.33	1,836.93	5,500.00
Consultant Fees	-	4,166.67	4,166.67	(2,670.00)	29,166.67	31,836.67	50,000.00
Copier/Maintenance	208.69	70.83	(137.86)	701.16	495.83	(205.33)	850.00
Deferred Compensation Trust	-	2,083.33	2,083.33	-	14,583.33	14,583.33	25,000.00
Employee Insurance	2,354.13	2,597.50	243.37	13,277.89	18,182.50	4,904.61	31,170.00
Equip Rent/Maint/Purchase	17.99	100.00	82.01	147.03	700.00	552.97	1,200.00
Janitorial/Office Maintenance	274.76	125.00	(149.76)	884.76	875.00	(9.76)	1,500.00
Legal Services	-	833.33	833.33	300.00	5,833.33	5,533.33	10,000.00
Liability Insurance	-	441.67	441.67	1,778.00	3,091.67	1,313.67	5,300.00
Meeting Refreshments	137.17	141.67	4.50	897.55	991.67	94.12	1,700.00
Miscellaneous Expense	-	125.00	125.00	442.07	875.00	432.93	1,500.00
Office Furnishings	-	83.33	83.33	219.90	583.33	363.43	1,000.00
Office Lease	1,291.40	1,291.42	0.02	9,039.80	9,039.92	0.12	15,497.00
Office Supplies	-	458.33	458.33	880.91	3,208.33	2,327.42	5,500.00
Payroll Taxes	1,853.34	1,899.58	46.24	9,098.35	13,297.08	4,198.73	22,795.00
Postage	212.14	183.33	(28.81)	1,166.95	1,283.33	116.38	2,200.00
Professional Development	1,237.88	1,083.33	(154.55)	9,327.22	7,583.33	(1,743.89)	13,000.00
Retirement	3,418.67	3,290.58	(128.09)	19,695.08	23,034.08	3,339.00	39,487.00
Salaries	24,539.70	24,504.00	(35.70)	158,373.22	171,528.00	13,154.78	294,048.00
Subscriptions/Dues	189.00	186.67	(2.33)	1,084.95	1,306.67	221.72	2,240.00
Telephone/Communications	1,026.73	808.33	(218.40)	4,355.72	5,658.33	1,302.61	9,700.00
Travel	119.91	250.00	130.09	817.80	1,750.00	932.20	3,000.00
Utilities	434.54	575.00	140.46	2,605.52	4,025.00	1,419.48	6,900.00
Workers Comp	-	75.00	75.00	(44.00)	525.00	569.00	900.00
Subtotal Administrative	39,053.04	48,723.90	9,670.86	260,748.07	341,067.40	80,319.33	584,687.00

Denison Development Alliance
Statement of Activities - Budgeted and Actual
For the One Month and Year to Date Periods Ended April 30, 2018

	<u>Current Month</u>	<u>Current Month Budget</u>	<u>Variance</u>	<u>YTD Actual</u>	<u>YTD Budget</u>	<u>YTD Variance</u>	<u>Annual Budget</u>
Program Expenses							
Briefing Center Equipment/Presentations	\$ -	\$ 291.67	\$ 291.67	\$ 613.95	\$ 2,041.67	\$ 1,427.72	\$ 3,500.00
REGIS Online	3,600.00	300.00	(3,300.00)	3,600.00	2,100.00	(1,500.00)	3,600.00
Geographic Information System	-	-	-	-	-	-	-
Retail Lease Trac	-	-	-	-	-	-	-
Retail Market Analysis	-	416.67	416.67	-	2,916.67	2,916.67	5,000.00
Workforce Development	-	7,616.67	7,616.67	24,913.38	53,316.67	28,403.29	91,400.00
Xceligent Direct	-	450.00	450.00	5,400.00	3,150.00	(2,250.00)	5,400.00
Subtotal Program Exp.	3,600.00	9,075.01	5,475.01	34,527.33	63,525.01	28,997.68	108,900.00
Property Mgmt. Expenses							
Business /Industrial Park Maintenance	3,600.00	250.00	(3,350.00)	3,600.00	1,750.00	(1,850.00)	3,000.00
Florestone Building (Interest on Note)	6,513.40	39,489.92	32,976.52	48,603.06	276,429.42	227,826.36	473,879.00
Florestone Insurance (Liability)	-	32.92	32.92	395.00	230.42	(164.58)	395.00
Florestone Bldg. Taxes (Property)	-	7,783.33	7,783.33	23,143.68	54,483.33	31,339.65	93,400.00
Subtotal Property Mgmt. Exp.	10,113.40	47,556.17	37,442.77	75,741.74	332,893.17	257,151.43	570,674.00
Marketing							
Materials/Activities							
Advertising	174.62	1,666.67	1,492.05	9,669.93	11,666.67	1,996.74	20,000.00
Behavioral Marketing	-	2,083.33	2,083.33	-	14,583.33	14,583.33	25,000.00
Billboard (Hwy 75)	-	25.00	25.00	-	175.00	175.00	300.00
Business Retention Activities	-	250.00	250.00	70.08	1,750.00	1,679.92	3,000.00
Corporate Visitation	-	250.00	250.00	-	1,750.00	1,750.00	3,000.00
Direct Mail Program	-	166.67	166.67	-	1,166.67	1,166.67	2,000.00
Mailing Lists	65.00	166.67	101.67	65.00	1,166.67	1,101.67	2,000.00
Maps & Photos	-	416.67	416.67	6,203.17	2,916.67	(3,286.50)	5,000.00
Meeting Expense	-	250.00	250.00	874.89	1,750.00	875.11	3,000.00
Meeting Sponsorship	-	208.33	208.33	-	1,458.33	1,458.33	2,500.00
NTRA Cooperative Advertising	8,250.00	2,750.00	(5,500.00)	16,500.00	19,250.00	2,750.00	33,000.00
PR Firm	-	833.33	833.33	4,692.03	5,833.33	1,141.30	10,000.00
Prospect Hosting	121.90	250.00	128.10	676.89	1,750.00	1,073.11	3,000.00
Recruitment Missions	-	2,250.00	2,250.00	1,684.12	15,750.00	14,065.88	27,000.00
Special Events	880.37	416.67	(463.70)	3,658.31	2,916.67	(741.64)	5,000.00
Team Texas/DFW Marketing	-	1,666.67	1,666.67	3,000.00	11,666.67	8,666.67	20,000.00
Trade Shows	-	250.00	250.00	-	1,750.00	1,750.00	3,000.00
Website Update	-	2,083.33	2,083.33	640.00	14,583.33	13,943.33	25,000.00
Website/Email Hosting	49.75	291.67	241.92	608.90	2,041.67	1,432.77	3,500.00
Subtotal Marketing	9,541.64	16,275.01	6,733.37	48,343.32	113,925.01	65,581.69	195,300.00
Total Admin, Prog., Mgmt. & Mkt	62,308.08	121,630.09	59,322.01	419,360.46	851,410.59	432,050.13	1,459,561.00
Revenue over (under) expenses after administration, property management, and marketing							
	171,837.81	71,597.75	100,240.06	781,417.11	501,184.25	280,232.86	859,173.00

Denison Development Alliance
Statement of Activities - Budgeted and Actual
For the One Month and Year to Date Periods Ended April 30, 2018

	<u>Current Month</u>	<u>Current Month Budget</u>	<u>Variance</u>	<u>YTD Actual</u>	<u>YTD Budget</u>	<u>YTD Variance</u>	<u>Annual Budget</u>
One-Time Expenses/Obligated Incentives							
ACS Manufacturing Incentive		\$ -	\$ -	\$ 160,253.51	\$ -	\$ (160,253.51)	\$ -
Downtown TIF/Planning	\$ -	-	-	-	-	-	-
Gas Line Extension (75/91)	-	6,702.08	6,702.08	8,288.43	46,914.58	38,626.15	80,425.00
Infrastructure	-	8,333.33	8,333.33	71,655.92	58,333.33	(13,322.59)	100,000.00
Bent Leaf, LLC	-	1,679.17	1,679.17	5,400.00	11,754.17	6,354.17	20,150.00
Façade Incentives	-	4,166.67	4,166.67	3,000.00	29,166.67	26,166.67	50,000.00
Hilton Garden Inn/Texoma Event Center	-	4,166.67	4,166.67	15,405.94	29,166.67	13,760.73	50,000.00
National Govt. Services Incentive	-	-	-	-	-	-	-
Novo1/Dialog Direct Incentives	-	-	-	-	-	-	-
Ruiz Foods Incentive	-	-	-	-	-	-	-
Texas Turbines, Inc. Incentive	-	-	-	-	-	-	-
US Aviation Group Incentives	-	-	-	-	-	-	-
Visionary Ind. Insulation, Inc. Incentives	-	-	-	-	-	-	-
Subtotal one-time expenses	-	25,047.92	25,047.92	264,003.80	175,335.42	(88,668.38)	300,575.00
Revenue (over) under before other non-budgeted items	171,837.81	46,549.83	125,287.98	517,413.31	325,848.83	191,564.48	558,598.00
Depreciation	9,807.17	-	(9,807.17)	68,650.19	-	(68,650.19)	-
Revenue(over) under expenses	\$ 162,030.64	\$ 46,549.83	\$ 115,480.81	\$ 448,763.12	\$ 325,848.83	\$ 122,914.29	\$ 558,598.00

DENISON DEVELOPMENT ALLIANCE
Selected Information
Substantially All Disclosures Required by Accounting Principles
Generally Accepted in the United States are Not Included
April 30, 2018

Note 1 - Organization and Business

Business and Industrial Corporation of Denison, Inc. is a component unit of the City of Denison, Texas, doing business as Denison Development Alliance. Their mission is to stimulate growth of the local economy by locating, inducing and assisting businesses making investment decisions.

Note 2 - Accounting Policies

The financial statements have been prepared on the accrual basis of accounting.

The preparation of financial statements requires management to make estimates and assumptions that affect certain reported amounts and disclosures. Actual results could differ from those estimates.

The basis of accounting used by the organization requires that fixed assets be capitalized and depreciated over their estimated useful lives, and that loan proceeds and repayments be reported as an increase in or reduction of a liability. The organization's budgeted revenues and expenses include loan proceeds as revenue and capital improvements and loan payments as expenses.

**Investment Report
Denison Development Alliance
As of May 31, 2018**

Bank/Money Market	Type	Date Opened	Current Yield	Beginning Balance	Accrued Interest	Ending Balance
American Bank Checking	Commercial Checking		\$0.00	\$32,806.14	\$0.00	\$62,784.10
Landmark Bank	Commercial Checking	02/13/18	\$0.00	\$310,998.02	\$0.00	\$383,675.08
American Bank of Texas	Money Market	10/27/03	\$0.15	\$162,885.49	\$25.37	\$287,910.86
Landmark Bank	Money Market	02/13/18	\$0.45	\$1,450,125.14	\$554.23	\$1,450,679.37
American Bank of Texas	Deferred Comp Trust MM	10/01/11	\$0.15	\$306,963.42	\$34.48	\$181,997.90
TOTAL:						\$2,367,047.31
Previous Balances:						
<i>October 2017 Total</i>						\$ 2,096,484.16
<i>November 2017 Total</i>						\$ 2,057,212.20
<i>December 2017 Total</i>						\$ 2,252,319.96
<i>January 2018 Total</i>						\$ 2,216,843.76
<i>February 2018 Total</i>						\$ 2,117,601.90
<i>March 2018 Total</i>						\$ 2,214,992.00
<i>April 2018 Total</i>						\$ 2,263,778.21
<i>May 2018 Total</i>						\$ 2,367,047.31
<i>June 2018 Total</i>						
<i>July 2018 Total</i>						
<i>August 2018 Total</i>						
<i>September 2018 Total</i>						

All investments made by the Denison Development Alliance comply with the Public Funds Investment Act (Texas Government Code Chapter 2256) and all federal, state, and local statutes, rules, or negations.


 Tony Kadi, CECD
 President

400 • 4A Sales Tax Revenue

2015/2016				2016/2017				2017/2018				Annual
Date	Memo	Amount		Date	Memo	Amount		Date	Memo	Amount		Difference
09/21/15	September	\$	109,408.44	09/20/16	September	\$	123,027.32	09/18/17	September	\$	127,680.25	\$ 4,652.93
10/20/15	October	\$	112,579.97	10/21/16	October	\$	135,352.31	10/24/17	October	\$	130,834.95	\$ (4,517.36)
11/19/15	November	\$	145,108.38	11/28/16	November	\$	162,960.47	11/27/17	November	\$	170,278.87	\$ 7,318.40
12/02/15	December	\$	118,014.96	12/21/16	December	\$	131,531.77	12/18/17	December	\$	127,501.13	\$ (4,030.64)
01/20/16	January	\$	108,636.35	01/31/17	January	\$	135,541.01	01/22/18	January	\$	124,379.06	\$ (11,161.95)
02/22/16	February	\$	155,624.88	02/23/17	February	\$	178,724.07	02/20/18	February	\$	182,956.25	\$ 4,232.18
03/21/16	March	\$	110,058.49	03/21/17	March	\$	125,555.52	03/26/18	March	\$	152,365.72	\$ 26,810.20
04/15/16	April	\$	107,656.27	04/26/17	April	\$	118,135.10	04/25/18	April	\$	141,845.51	\$ 23,710.41
05/27/16	May	\$	143,863.19	05/22/17	May	\$	165,106.79	05/24/18	May	\$	198,455.39	\$ 33,348.60
06/20/16	June	\$	119,444.26	06/19/17	June	\$	134,583.33	06/18/15	June	\$	133,583.35	\$ (999.98)
07/18/16	July	\$	114,018.14	07/28/17	July	\$	137,083.36		July			
08/24/16	August	\$	162,934.29	08/21/17	August	\$	164,013.03		August			
Total to Date Comparison		\$	1,230,395.19	Total to Date Comparison		\$	1,410,517.69	Total to Date Comparison		\$	1,489,880.48	
2015/2016 Grand Total		\$	1,507,347.62	2016/2017 Grand Total		\$	1,711,614.08	2017/2018 Grand Total		\$	1,489,880.48	

To Date Difference
(from previous year) **\$ 79,362.79**