



The last quarter is looking to close out the financial year with a resounding bang. April has seen great strides with the RI Board of Directors approving Zone 8's proposed funding requirement and the TRF Board of Trustees approving the Corporate Social Responsibility Grants program to be piloted in Australia. In May, we're looking forward to the Melbourne Convention. There will be no rest for the weary as we head toward the end of the Rotary year.

Change has been happening at such a great pace. Angela, our Communications & Public Relations Coordinator (out on parental leave till late June) visited us recently with her four-month old son and was surprised to see so many new faces in the office. Giving her a rundown on events that have happened in the past four months, she remarked that it's hard to imagine all that had transpired while she was away having her own life-changing experience.

Since our last newsletter, we have had the following staff join our team:

- Stella Thomas Donor Services Specialist (assists with donor recognition queries and reports)
- Joy Walker CDS Coordinator for Australia (temporary)
- Avneet Kaur Bhasin Administration Coordinator (assists with general queries and processes PHF recognitions and fulfillment for regalia)

Some staff movements worth noting:

- Trudy Grice Seconded as Regionalisation Coordinator
- Bernadette Horrell Grants Officer

Here is our updated RISPPO Staff Contact list.

More staff changes are in the horizon with a Communications Specialist and Membership Specialist joining us hopefully in July to support the Regionalisation pilot. We will also be looking for a CDS Coordinator to become a longer-term solution with Trudy's secondment to Regionalisation, replacing Joy Walker, who we really appreciate having accommodated our appeal for help. Robert Byrne, our Senior Coordinator for The Rotary Foundation will be retiring at the end of July so we are currently in search of a Supervisor/Manager for Philanthropy to enhance our support for fundraising efforts in our Zones. An internal reorganisation of our office structure is being considered to ensure greater cohesion, collaboration and support for our constituents. We will make the necessary announcements in August in our next quarterly newsletter.

In the meantime, see you at the Melbourne Convention!

For the very first time, an International Office of Rotary will have a booth at the House of Friendship. Please come and visit the SPPO Booth to say hello or get assistance with something you'd like to do. The SPPO staff will be more than happy to see you! We're cooking up some surprises so please follow the <a href="RISPPO Facebook">RISPPO Facebook</a> <a href="Dage">Dage</a> for announcements. You will definitely not want to miss out on some fantastic opportunities.

Best Regards,

**Grace Ramirez** 

Manager, International Office and Financial Services





# **MEMBERSHIP**

## LEADING YOUR MEMBERSHIP COMMITTEE

Will you be taking on the District Membership Chair (DMC) role or joining your district membership committee in the coming Rotary year? Perhaps you are continuing in the three-year DMC role or on the committee?

Firstly, a big thank you to those that are finishing this year. You have played a vital role by focusing your efforts on attracting, engaging, and retaining our most important asset: our members. If you are continuing or joining, your dedication to the role helps ensure we have the crucial resources to affect lasting change in our local and international communities.

Use these resources to prepare for the role or refresh your knowledge:

- The <u>District Membership Committee terms of reference</u> outlines the committee's four main responsibilities and best practices.
- Part of the district committee's responsibilities is to support the work of the club membership committee. Find out about their responsibilities in the <u>Club membership committee job description</u>.
- Take the <u>District committee basics</u> and <u>District membership committee intermediate</u> course on the Learning Centre. Here you will learn about how the committee helps grow Rotary, what makes a healthy club, how to start and nurture a club and how to manage membership leads.
- Check out the <u>Club membership committee course</u> on the Learning Centre.
- Run various membership reports such as District membership profile, 5-year history of membership start figures, District growth, Member viability and growth, Club viability and growth, and Membership termination profile.
- Explore the Manage membership leads tool in My Rotary.
- Check out a whole range of membership related resources at rotary.org/membership

## DISTRICT MEMBERSHIP CHAIR FUNDING - DEADLINE 15 JUNE 2023

If you are a current District membership chair, time is running out to claim your US\$500.00 reimbursement from Rotary International for <u>hosting specific activities</u> that aim to increase membership in your district.

## The deadline is 15 June 2023.

However, expenses need to be submitted within 60 days of when the expense was incurred. If it is over 60 days, you need to <u>submit a form</u> explaining why.

To take advantage of this reimbursement, you must have completed the <u>District Membership Committee</u> <u>intermediate course</u>. You need to upload your bank account details and submit expenses through the secure <u>online report system expense</u> in My Rotary.

The expense guidelines can be found HERE.

## MEMBERSHIP BREAKOUTS AT 2023 RI CONVENTION

If you are attending the 2023 Rotary International Convention in Melbourne on 27-31 May, don't miss these breakout sessions on member satisfaction and growth, the importance of diversity and inclusion, and engaging young leaders:

- C-5: Creating a Comforting and Caring Club Culture
- Driving Membership Growth with Evidence
- Igniting Pathways for Member Growth and Retention
- Diversity and Your Club Experience
- Why Can't We Be Friends: New Gen Rotarians

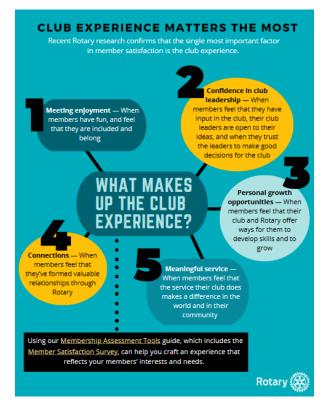
What other sessions are you excited for? Review the full list of breakouts.

#### NEW MEMBERSHIP RESOURCE

Recent research confirms that the single most important factor in member satisfaction is the club experience.

What makes up the club experience is a convenient and attractive one-page infographic which outlines the top 5 factors:

- Meeting enjoyment
- Confidence in club leadership
- Personal growth opportunities
- Connections
- Meaningful service



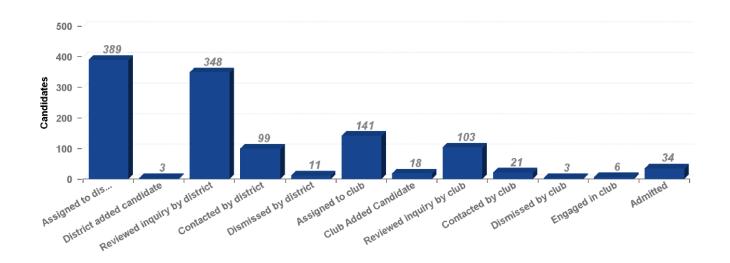
## **MEMBERSHIP LEADS**

Every year more than 30,000 people express an interest in Rotary at <u>rotary.org/get-involved</u> and <u>rotary.org/join</u>. This is a convenient, secure way for them to take the first step toward membership and building a lasting connection with Rotary.

In the Prospective Member Progress Analysis report for <u>Zone 8</u> and <u>Zone 10A</u>, you can view data on how your district is managing membership leads. You can view up to date information on what percentage of prospective members have or have not been followed up on, what percentage of leads are no longer interested in membership and the number of members that have been admitted to a club. Here are a few notable highlights from 1 July 2022 to 12 May 2023:

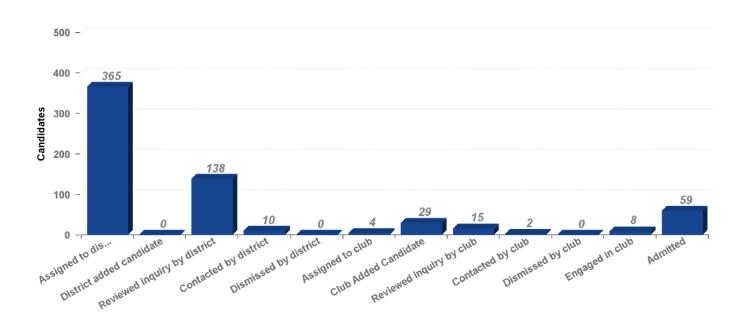
## **ZONE 8 – 1 July to 12 May 2023:**

## Zone 8



**ZONE 10A - 1 July to 12 May 2022:** 

# **Philippines**



## **ZONE 8**

Leads assigned to districts: 389 Leads reviewed by districts: 348 (89.5%) Leads assigned to clubs: 141 (36.3%) Leads review by clubs: 103 (26.5%) Leads admitted to Rotary: 34 (8.7%) Highest leads admitted: D9800 (10)

## **ZONE 10A**

Leads assigned to districts: 365 Leads reviewed by districts: 138 (37.8%) Leads assigned to clubs: 4 (1.1%) Leads reviewed by clubs: 15 (4.1%) Leads admitted to Rotary: 59 (16.2%) Highest leads admitted: D3820 (13)

## DISTRICT MEMBERSHIP PROGRESS TO GOAL REPORT

Here are a few highlights from the 30 April 2023 District Membership Progress to Goal report.

Click here to view the full reports for **Zone 8** and **Zone 10A**.

**ZONE 8** 

Highest % net growth: D9920 (2.47%)

Highest % of female members: D9640 (38.54%)

Highest % of members under 40: D9640 (9.65%)

Highest % of clubs with

membership goals: D9910 (97.37%)

**ZONE 10A** 

Highest % net growth: D3820 (20.00%)

Highest % of female members: D3870 (47.21%)

Highest % of members under 40: 3820

(23.43%)

Highest % of clubs with

membership goals: D3860 (100.00%)

## NEW CLUB DEVELOPMENT PROGRESS

Sustainable membership growth is the sweet spot between attracting new members, retaining current members, and developing new clubs. This Rotary year we have chartered or officially recognised the following number of clubs:

	ZONE 8	ZONE 10A		
Rotary	7	32		
Rotaract	5	58		
Satellite	5	5		

Access the 1 July 2022 to 30 April 2023 new club development progress report for Zone 8 and Zone 10A.

BARBARA MIFSUD - REGIONAL MEMBERSHIP OFFICER BARBARA.MIFSUD@ROTARY.ORG +61 2 8894 9850





# **FINANCE**

#### DONATIONS TO THE ROTARY FOUNDATION

Below are some helpful links on the various ways to support The Rotary Foundation:

## **Australian Clubs & Rotarians:**

<u>Australian Bank Transfer Instructions (also posted on Rotary Foundation Australia's My Foundation Page)</u>

If the donor is a Member, Individual or Business (or Clubs that need a tax-deductible receipt including Clubs donating on behalf of their club members so they get their own tax deductible receipts), transfers need to be made to the following account:

Acct Name: The Australian Rotary Foundation Trust

BSB No: 342-011 (HSBC Bank)

Acct No: 663499001

If the donor is the Club or District, transfer to:

Acct Name: The Rotary Foundation BSB No: 342-011 (HSBC Bank)

Acct No: 523370001

IMPORTANT: Please always email <u>risppo.finance@rotary.org</u> the contribution form or donation instructions including the bank receipt/OSKO receipt BEFORE or ON THE DAY of the bank transfer.

## **NZ Clubs & Rotarians:**

Please deposit funds to ANZ Bank Account Number: 06-0193-0905286-30. Please provide a reference of either Surname or Member ID for individuals or Club Name or Rotary Club ID for clubs. Kindly email <a href="mailto:nzrcct@rotaryoceania.zone">nzrcct@rotaryoceania.zone</a> the details of the remittance.

## **Philippine Clubs & Rotarians:**

Please provide your clubs with the following link: <u>BPI Payment Guidelines for The Rotary Foundation</u>. This will enable us to process your contributions promptly. There is a huge amount of emails coming through to Catherine Bedona, Financial Accountant for the Philippines. Please DO NOT send duplicate emails or follow ups. This causes more delays in getting through tasks at hand. Rest assured that these will be processed in due course.

For Rotary and Rotaract clubs, your multiple donor contributions are best deposited in one transaction. Once deposited, kindly email the deposit slips and use our <u>Excel template</u> to allocate the breakdown of contributions appropriately.

We strongly encourage you to cut and paste the appropriate information provided on the text box above into communications and publications going out to your clubs and members. Widely circulating this information allows greater efficiency in accounting for and reporting your donations on our database.

## NEW ZEALAND ROTARY CLUBS CHARITABLE TRUST (NZRCCT)

A number of years ago, the New Zealand Inland Revenue Department (IRD) changed the tax laws related to New Zealand charities whose purposes are mainly overseas. This has had implications on how contributions to The Rotary Foundation could be received by The Rotary Foundation and receive a tax-deductible receipt.

Firstly, this change effectively stopped the opportunity for New Zealand Rotarians to make their personal contributions online via MyRotary.

There were a number of opportunities available, and the NZ District Governor Group was consulted to identify the most efficient and compliant method of contributing to The Rotary Foundation. In their capacity as the Advisory Trustees Support to the Trustee of the New Zealand Rotary Clubs Charitable Trust (NZRCCT), on 14 October 2022, it was resolved during the Annual General Meeting of Rotary Oceania Zone Operations (ROZOPS) that NZRCCT is to be the **sole provider** of this transactional service being registered as a <u>charity with Overseas Donee Status (Schedule 32, Income Tax Act 2007)</u>.

The Rotary International South Pacific & Philippines Office has had a long-standing relationship with NZRCCT and has been kept abreast of changes in local compliance requirements and this resolution by the NZ District Governor Group. It confirms that all contributions (club and personal) from within New Zealand should be directed to NZRCCT via their account 06-0193-0905286-30. This has been consistently published by our office in our newsletter as well as in The Rotary Zone 8 Foundation Reference Guide.

The <u>Rotary Oceania Zone Operations (ROZops) website</u> (rotaryoceania.zone) will be updated in the coming months to carry much of the information that can now be found on the <u>www.rotaryfoundationaustralia.org.au</u> website, but with specific information for New Zealanders. This in turn will strengthen the ROZops' website as the site to obtain all transactional Rotary Foundation information for Rotarians in New Zealand.

In summary, all contributions to the following Rotary Foundation Funds are via NZRCCT:

- Annual Fund (Centurion commitments)
- Polio Fund
- Global Grant Funds
- Disaster Response Funds
- Endowment Fund

Donations to all funds listed above are eligible for Paul Harris recognition points **except** for donations to the Endowment Fund.

## CLUB INVOICE FOR JANUARY TO JUNE 2023: Important Dates to Remember

	Rotary Clubs	Rotaract Clubs		
Invoice Issuance	13 January 2023	20 January 2023		
30-day Reminder emails	13 February 2023	20 February 2023		
60-day Reminder emails	14 March 2023	22 March 2023		
90-day Reminder emails	13 April 2023	21 April 2023		
120-day Termination email	15 May 2023	22 May 2023		

Clubs who had been terminated for non-payment of July-December 2022 only have up to 27 April 2023 to be reinstated.

## New Zealand Dollar Account in New Zealand

The NZD account listed on the NZ Club invoices should have been written as follows: **30 2904 0414977 061**. Thank you to the district and club officers who sought clarification about this and apologies for any confusion caused.

## **Dues Payment Methods**

The <u>preferred method</u> is through credit card via MyRotary under Manage/Club & District Administration/Club Administration/Club Finances/Club Invoice.

Should this option not be ideal, we've developed helpful guidelines to easily identify the appropriate Rotary International account to remit funds to. Please note that the remittance account is dependent on the currency in which your invoice was issued.

<b>Invoice Currency</b>	Guidelines			
Australian Dollar				
New Zealand Dollars	How To Pay Club			
US Dollars	<u>Dues</u>			
Philippine Peso	BPI Payment			
	Guidelines			

## **RI EXCHANGE RATES**

May 2023	USD
AUD	1.51
NZD	1.62
PHP	55.00

Communication on the monthly RI Exchange Rates are now being directed to District Finance Chairs and District Rotary Foundation Chairs. Please ensure that this information is circulated through your normal communication channels.





# **COMMUNICATIONS**

Approaching media publications is a great way to share your club or district's work with a wider audience.

However, before you tell your story to the media it's important to review your existing communications, particularly those available online.

Keep your website up to date with accurate information about your current projects and remove any outdated information.

This ensures journalists can gather the correct information when researching for a news article or piece about you. If you have outdated or incorrect information on your website, journalists may use this in news pieces about you and inadvertently spread misinformation.

It also ensures members of the public who want to learn more after consuming a media story about you can access accurate information that corroborates what was presented by the media.

Something else to consider is that once you get media attention, you may receive enquiries from people who want to know more about your work or are interested in joining your club.

Ensure the contact information listed on your website and social media channels is accurate so people can reach you. Make sure you can handle a potential influx of enquiries and are able monitor your email inbox.

## **UPCOMING DATES**

If you are running any projects related to the following topics, these dates could be a good time to approach the media with relevant stories:

31 May: World No Tobacco Day

3 June: World Bicycle Day

**4 June:** International Day of Innocent Children Victims of Aggression

5 June: World Environment Day

8 June: World Oceans Day

12 June: World Day Against Child Labour

14 June: World Blood Donor Day

15 June: World Elder Abuse Awareness Day

**18 June:** International Day for Countering Hate Speech / Sustainable Gastronomy Day

20 June: World Refugee Day

21 June: International Yoga Day

23 June: International Widows Day

26 June: International Day in Support of Victims of Torture

11 July: World Population Day

15 July: World Youth Skills Day

25 July: World Drowning Prevention Day

28 July: World Hepatitis Day

**30 July:** World Day Against Trafficking in Persons

1 August: World Lung Cancer Day

9 August: International Day of the World's Indigenous Peoples

**12 August:** International Youth Day

**19 August:** World Humanitarian Day

**30 August:** International Day of the Victims of Enforced Disappearance

31 August: International Overdose Awareness Day

**3 September:** World Sexual Health Day

**8 September:** International Literacy Day

**9 September:** International Day to Protect Education from Attack / World First Aid Day

10 September: World Suicide Prevention Day

17 September: World Patient Safety Day

21 September: International Day of Peace / World Alzheimer's Day





# **CLUB AND DISTRICT SUPPORT**

## INCOMING OFFICER REPORTING

With the new Rotary year upon us, please help support clubs by ensuring they have reported their incoming officer details via MyRotary or third-party platform. Vital information is already going out to incoming officers and we would like to encourage all roles reported. If you require any assistance, please email <a href="Data@rotary.org">Data@rotary.org</a> directly for their support in entering details.

## 31st July DG FUNDING DEADLINE

Please note that District Governors have until 31<sup>st</sup> July to provide their DG Funding report to our team. This would have been managed in partnership with your Finance Chair. The shortform spreadsheet is all we need – no receipts required.

## SELECTION OF DISTRICT GOVERNOR-NOMINEE DESIGNATE

A reminder that once your DGND has been selected, the District Governor should upload their nomination here: <a href="https://rotary.qualtrics.com/jfe/form/SV">https://rotary.qualtrics.com/jfe/form/SV</a> 1NrlgognSzCEfCl

This will generate an email to the nominee to complete further details and will then send the information to Rotary International for action.

Thank you for supporting this change of process, which will hopefully be more efficient for all parties.

## COL REPS AND DIRECTOR NOMINATING ROLES

Two key appointments are required in the coming weeks:

- 1 June: All districts must provide a name and alternate to <u>corporate.governance@rotary.org</u> to sit on the Director Nominating Committee. Please find the form to complete <u>here</u>.
- 30 June: COL rep and alternate must be provided to <u>council.services@rotary.org</u> to participate in the next council cycle.

## **CLUB CHARTER RESIGNATIONS DUE 15 JUNE**

Please note that all resignations/terminations must be with our office before the 15<sup>th</sup> June to ensure they are completed before the end of the year.

## ROTARY BRANDING GUIDELINES

It's important to ensure you are using consistent and correct branding throughout all your print and digital communication channels, including on your website and social media pages.

By using correct branding across our clubs and districts, we can build awareness and recognition of Rotary by presenting a unified voice and presence, while also preventing confusion about which club, district or Rotary entity is running a particular project.

The <u>Rotary Brand Centre</u> is an online hub where you can find resources to help promote Rotary in your community and showcase the great work you do.

Here are some key points you should consider when reviewing your branding:

## **Masterbrand Signature**

Ensure you are using the current and <u>official Rotary logo</u>. This logo is known as the Rotary Masterbrand Signature (below left) and cannot be altered in any way. You can also use the simplified version of the Masterbrand Signature (below right), which also cannot be altered. Older versions of the Rotary logo should no longer be in use.





## **Club, District and Zone Logos**

The Rotary Masterbrand Signature should never be used alone. Always use a customised version of the Masterbrand Signature that includes your <u>club</u>, <u>district or zone name</u>. You can easily create and download club, district and zone logos using the <u>Rotary Logo Template</u>.



Left: An example of a club logo correctly using the Rotary Masterbrand Signature.

## **Using the Rotary Name**

Ensure you are <u>using the Rotary name correctly</u>. The word "Rotary" cannot be used alone in the name of a project or event, and must always be used in conjunction with the name of the club or district involved.

## Partnership/Lockup Logos

Through the <u>Rotary Logo Lockup Template</u>, you can easily create a logo that demonstrates your club's, district's or zone's connection with a partner organisation, sponsor, program or event.

Right: An example of a logo lockup demonstrating a club's connection with a partner organisation





You can learn more about using logos correctly here.





# **FOUNDATION**



## SUPPORTING RIPE GORDON MCINALLY'S INITIATIVES

RI President Elect Gordon has outlined his priorities for the coming year:

- PEACE Peace and Conflict Prevention
- POLIO *Disease Prevention and Treatment*
- ullet MENTAL HEALTH Disease Prevention and Treatment Rotary clubs and districts are encouraged to deliver IMPACT in their communities to support these priorities.



## **Peace**

Here are some ways clubs and districts can take action:

- Become a <u>PEACEBUILDER DISTRICT</u> district commits to transfer \$25,000 in DDF to the Peace AOF. These funds enable ongoing support for the Rotary Peace Centres.
- There is a Zone-wide agreement to support projects on domestic violence.
- Districts can have a Rotary Peace Fellow alumni speak at their district conference.
- Encourage every club to:
  - o contribute US\$500 to the Foundation's Endowment to fund the Rotary Peace Fellow program
  - o have a Peace Pole installation at a school or park in their community
  - o commit to have a guest speaker regarding our Peace Program



## Polio

Ending Polio is Rotary's number one humanitarian priority.

- All clubs are encouraged to:
  - Devote at least one fundraiser to generate funding for Ending Polio
  - o Contribute US\$1,500 to Polio
  - o Have a World Polio Day event on October 24
- Interact clubs can run Paint Pinkie for Polio Days at their school
- Every district should aim to have a *Polio Plus Society* with at least 100 members



## **Mental Health**

Mental Health falls within the *Disease Prevention and Treatment* Area of Focus.

- Districts are encouraged to undertake a mental health Global Grant project in their communities, perhaps similar to D9910's recent \$500K <u>Te Tai Tokerau Tamariki Mental Wellbeing Project</u>
- Clubs should help fund a District or Global Grant Project in mental health
- Clubs can also have a guest speaker on the impact of mental health in their community and develop projects to address needs identified



#### THE POLIO PLUS SOCIETY

## An idea that works

The amazing progress made by Rotary and its partners towards eradicating polio is inspirational, but the job is not yet done. Raising the US\$50 million each year to obtain the maximum Bill & Melinda Gates Foundation 2-to-1 match is a challenge.

To increase sustainable giving, the PolioPlus Society (PPS) encourages Rotary members and others to pledge at least US\$100 per year to the PolioPlus Fund until polio is eradicated from the face of the earth.

## How do I join the PolioPlus Society?

Firstly, you will need to complete the <u>PolioPlus Society Commitment Form</u> and send it to your District PolioPlus Chair.

The second step is to make your contribution to the "Polio Fund" on the RI website: my.rotary.org/donate (for taxation reasons, New Zealanders should contribute via their districts). My Rotary provides options for annual, quarterly and monthly recurring giving. Currently US\$100 converts to AU\$147 / NZ\$158 so a monthly contribution of say AU\$/NZ\$15.00 is a convenient option.

Rotary members and their friends who join the Society will be honored with a special lapel pin and a certificate, which will generally be presented at a club or district meeting. Your contributions will count toward Paul Harris Fellow recognition and Major Donor status and will be matched 2-to-1 by the Gates Foundation.

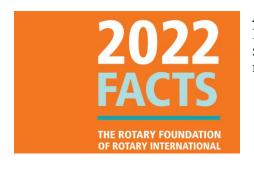
## POLIO UPDATE

It is three months since the most recent case of wild polio, which was in Pakistan. In Afghanistan, the most recent wild polio case was in August last year.

In 2023, there have been 70 cases of circulating vaccine-derived polio — almost all in Africa.

Afghanistan remains a major focus for the eradication campaign. After the last decree issued by the de facto authorities in December, female vaccination teams took part in vaccination campaigns in December, January and February and the campaign that took place in the Eastern Region of the country in April. However, the latest ban on national female UN staff creates another layer of complexity to the already severe humanitarian crisis. While the impact of the ban may not be felt immediately, it does have the potential to significantly undermine the polio programme's ability to reach all 10 million Afghan children under the age of five.

## **NEW TRF FACT CARD**



A handy document summarising facts and figures about The Rotary Foundation has just been released. It is the **TRF Fact Card** for the 2021/22 year. It shows contributions to various funds and where money was spent, along with a brief description of our programs.



# FOUNDATION MOMENTS

Quick insights into your charity — The Rotary Foundation

## What are District Designated Funds?

'DDF' allows Rotary districts to set their own funding priorities.

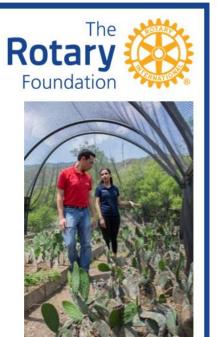
After deducting 5% for admin costs, contributions that donors in a district make to the *Annual Fund SHARE* and *Endowment Fund SHARE* are shared equally between the district (as DDF) and the Foundation's World Fund

After being invested for three years, the district can use DDF in many ways, such as funding for District Grants and Global Grants, as well as support for PolioPlus and Disaster Response.



This formula makes The Rotary Foundation an integral part of Rotary in our communities.

< Visit my.rotary.org/donate



# YEAR TO DATE CONTRIBUTIONS, APRIL 2023



# TRF DISTRICT CONTRIBUTION SUMMARY

**JULY THROUGH APRIL (2022-23)** 

Zone	District	Members	District Goal	AF Per Capita	Annual Fund	PolioPlus Fund	Endowment Fund	Other funds	Total Contributions	Prior Year Total
10A	3770	2,293	95,021	\$92.41	\$211,903	\$40,728	\$3,000	\$5,833	\$261,464	\$197,246
10A	3780	2,498	229,191	\$96.22	\$240,356	\$21,384	\$0	\$15,756	\$277,496	\$245,033
10A	3790	2,710	249,525	\$124.60	\$337,676	\$73,482	\$10,450	\$1,323	\$422,932	\$395,567
10A	3800	3,057	326,013	\$190.61	\$582,693	\$107,552	\$219,917	\$12,702	\$922,864	\$571,810
10A	3810	2,882	132,228	\$143.92	\$414,787	\$60,411	\$188,475	\$17,534	\$681,206	\$392,092
10A	3820	4,301	352,266	\$188.54	\$810,891	\$61,393	\$100,393	\$65,170	\$1,037,846	\$618,295
10A	3830	3,224	241,165	\$95.72	\$308,593	\$54,968	\$25,000	\$223,125	\$611,686	\$707,322
10A	3850	1,303	68,200	\$117.91	\$153,634	\$31,281	\$12,000	\$5,545	\$202,460	\$328,998
10A	3860	2,659	310,649	\$178.80	\$475,416	\$86,675	\$176,752	\$2,625	\$741,468	\$809,746
10A	3870	1,411	61,250	\$54.69	\$77,161	\$17,805	\$0	\$525	\$95,491	\$114,645
8	9455	1,000	49,190	\$41.89	\$41,886	\$34,509	\$16,779	\$1,071	\$94,245	\$67,667
8	9465	997	29,830	\$56.29	\$56,118	\$14,710	\$67,114	\$0	\$137,943	\$104,208
8	9510	1,949	46,555	\$32.72	\$63,764	\$26,652	\$1,678	\$5,471	\$97,564	\$157,957
8	9560	1,701	104,500	\$70.46	\$119,846	\$39,248	\$23,250	\$244	\$182,589	\$135,849
8	9620	2,120	61,200	\$154.43	\$327,400	\$38,367	\$0	\$160,588	\$526,356	\$311,253
8	9640	1,305	54,250	\$34.40	\$44,886	\$13,528	\$3,174	\$7,698	\$69,286	\$64,889
8	9660	2,132	49,359	\$29.76	\$63,449	\$39,030	\$753	\$35,436	\$138,669	\$0
8	9675	1,225	26,600	\$44.39	\$54,374	\$24,569	\$0	\$33,720	\$112,662	\$297,977
8	9685	1,619	146,250	\$95.69	\$154,928	\$41,444	\$671	\$176,625	\$373,668	\$403,190
8	9705	1,860	6,550	\$44.33	\$82,452	\$45,715	\$0	\$1,338	\$129,506	\$137,795
8	9780	1,414	62,600	\$64.95	\$91,840	\$19,798	\$699	\$3,097	\$115,434	\$113,165
8	9790	1,460	20,915	\$35.30	\$51,542	\$18,534	\$0	\$5,651	\$75,726	\$95,729
8	9800	1,943	135,276	\$64.24	\$124,826	\$48,571	\$22,257	\$96,193	\$291,847	\$297,419
8	9810	955	115,519	\$131.89	\$125,958	\$22,998	\$285,417	\$49,252	\$483,625	\$156,914
8	9820	1,058	18,860	\$57.53	\$60,870	\$14,565	\$0	\$2,791	\$78,226	\$61,097
8	9830	1,071	18,636	\$41.65	\$44,611	\$7,953	\$6,993	\$0	\$59,557	\$123,654
8	9910	883	27,400	\$44.89	\$39,637	\$8,514	\$0	\$2,963	\$51,114	\$89,799
8	9920	1,135	16,000	\$32.19	\$36,536	\$16,005	\$0	\$2,727	\$55,268	\$79,027
8	9930	1,332	39,985	\$48.64	\$64,793	\$7,731	\$220	\$33,859	\$106,603	\$89,112
8	9940	1,214	730	\$26.11	\$31,699	\$13,551	\$0	\$22,041	\$67,291	\$45,986
8	9999	2,039	23,600	\$44.89	\$91,533	\$23,341	\$0	\$38,494	\$153,368	\$108,009