

# ARCHAEOLOGY

## Production Variance

Source	Fiscal YE	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	YTD	Total	
Unknown(0)	2022	0	0	0	0	0	0	0	0	0	0	0	0	2	0	2
	2023	0	22	34	52	0	0	0	0	0	0	0	0	0	108	108
	2025	0	0	0	0	0	0	0	26	0	0	0	0	0	0	26
	2026	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0
Variance		0	0	0	0	0	0	(26)	0	0	0	0	0	0	0	(26)
		0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	-100.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	-100.0%
DIRECT MAIL (2)	2010	0	6,883	3,476	215	124	45	562	68	51	67	11	37	10,698	11,539	
	2011	20	3	27	11	2	10	2	1	0	1	0	0	63	77	
	2012	0	1	0	0	0	0	0	1	0	156	0	0	1	158	
	2013	0	6,772	3,380	264	114	58	9,231	1,496	242	6,520	6,522	859	10,530	35,458	
	2014	303	11,420	1,533	350	138	61	10,718	2,010	444	6,501	5,683	829	13,744	39,990	
	2015	924	10,846	1,794	470	190	1,267	11,590	801	305	11,677	1,455	414	14,224	41,733	
	2016	208	1,898	10,013	1,131	221	119	8,308	3,298	617	7,413	3,813	728	13,471	37,767	
	2017	228	4,574	8,164	530	215	88	12,714	1,356	393	9,979	3,202	594	13,711	42,037	
	2018	877	12,376	1,617	291	129	94	10,295	2,903	328	7,866	4,084	488	15,290	41,348	
	2019	229	4,294	8,527	622	229	105	11,213	1,478	276	153	10,396	1,418	13,901	38,940	
	2020	441	10,038	3,902	647	299	128	17,225	1,902	761	14,351	1,175	445	15,327	51,314	
	2021	186	13,569	2,338	518	152	82	11,844	2,256	487	10,321	1,567	390	16,763	43,710	
	2022	176	374	11,135	933	207	89	8,577	1,306	245	140	5,417	2,438	12,825	31,037	
	2023	691	213	118	5,101	3,023	426	6,144	2,549	457	2,284	4,480	609	9,146	26,095	
2024	112	2,279	815	337	116	1,449	5,510	629	202	3,405	1,123	460	3,659	16,437		
2025	148	4,796	1,083	308	99	46	924	4,480	350	872	3,974	360	6,434	17,440		
2026	131	3,970	1,504	280	67	0	0	0	0	0	0	0	5,952	5,952		
Variance		(17)	(826)	421	(28)	(32)	(46)	(924)	(4,480)	(350)	(872)	(3,974)	(360)	(482)	(11,488)	
		-11.5%	-17.2%	38.9%	-9.1%	-32.3%	-100.0%	-100.0%	-100.0%	-100.0%	-100.0%	-100.0%	-100.0%	-100.0%	-7.5%	-65.9%

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Source	Fiscal YE	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	YTD	Total
Insert Cards(6)	2010	0	323	1,138	541	805	594	756	505	730	576	869	1,308	2,807	8,145
	2011	899	582	845	576	402	613	378	476	533	443	911	1,165	3,304	7,823
	2012	731	620	695	630	373	640	412	698	506	709	923	946	3,049	7,883
	2013	617	642	727	665	571	647	420	709	453	527	948	1,173	3,222	8,099
	2014	728	646	496	560	510	471	492	482	456	642	753	1,088	2,940	7,324
	2015	808	634	500	535	495	460	465	541	470	599	885	854	2,972	7,246
	2016	789	523	506	608	385	434	523	404	534	395	861	1,227	2,811	7,189
	2017	572	457	515	496	336	439	465	417	482	479	965	1,024	2,376	6,647
	2018	579	456	688	526	350	547	382	603	425	415	1,112	953	2,599	7,036
	2019	675	360	757	455	546	454	431	569	474	856	825	1,137	2,793	7,539
	2020	781	425	499	557	359	414	472	272	615	606	999	1,334	2,621	7,333
	2021	684	352	616	767	336	402	518	420	512	694	360	587	2,755	6,248
	2022	465	276	631	305	722	701	320	352	476	412	438	496	2,399	5,594
	2023	374	267	414	457	334	213	121	145	226	158	158	118	1,846	2,985
	2024	47	42	230	483	233	219	252	248	176	184	111	148	1,035	2,373
	2025	322	350	264	317	216	111	311	307	266	87	382	245	1,469	3,178
	2026	166	127	244	259	159	0	0	0	0	0	0	0	955	955
Variance		(156)	(223)	(20)	(58)	(57)	(111)	(311)	(307)	(266)	(87)	(382)	(245)	(514)	(2,223)
		-48.4%	-63.7%	-7.6%	-18.3%	-26.4%	-100.0%	-100.0%	-100.0%	-100.0%	-100.0%	-100.0%	-100.0%	-35.0%	-69.9%
Christmas Gifts(7)	2010	0	91	102	20	9	9	1	96	156	975	4,493	5,827	222	11,779
	2011	1,421	233	85	25	12	5	8	87	91	1,808	4,607	4,568	1,776	12,950
	2012	1,138	200	59	14	12	7	9	489	1,518	2,362	3,015	2,778	1,423	11,601
	2013	584	101	28	17	23	1	3	264	1,546	1,739	3,548	3,684	753	11,538
	2014	1,136	83	29	18	16	7	5	162	409	2,956	4,083	3,546	1,282	12,450
	2015	1,052	116	61	16	10	4	4	88	427	2,956	4,029	3,479	1,255	12,242
	2016	1,596	102	39	15	7	4	5	159	1,455	1,751	3,513	4,562	1,759	13,208
	2017	690	119	40	19	6	18	17	66	117	2,224	3,935	4,102	874	11,353
	2018	905	183	44	16	8	7	4	201	549	2,120	3,772	3,394	1,156	11,203
	2019	833	115	51	11	20	7	3	243	1,464	2,256	2,759	3,101	1,030	10,863
	2020	1,012	88	34	36	15	8	11	72	336	2,161	3,808	4,314	1,185	11,895
	2021	1,244	300	65	28	10	11	8	75	86	10	674	7,061	1,647	9,572
	2022	3,224	437	91	78	33	34	11	17	11	17	70	1,950	3,863	5,973
	2023	2,032	701	503	98	49	18	27	26	13	23	163	130	3,383	3,783
	2024	46	23	58	34	4	3	7	10	158	158	787	454	165	1,742
	2025	265	39	14	5	18	54	6	8	13	157	251	733	341	1,563
	2026	269	365	81	12	7	0	0	0	0	0	0	0	734	734
Variance		4	326	67	7	(11)	(54)	(6)	(8)	(13)	(157)	(251)	(733)	393	(829)
		1.5%	835.9%	478.6%	140.0%	-61.1%	-100.0%	-100.0%	-100.0%	-100.0%	-100.0%	-100.0%	-100.0%	115.2%	-53.0%

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Source	Fiscal YE	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	YTD	Total
White & Misc(8)	2010	0	98	235	168	165	142	176	124	165	147	157	187	666	1,764
	2011	137	179	324	980	397	897	573	713	574	643	433	832	2,017	6,682
	2012	590	758	804	652	492	823	574	934	596	747	674	337	3,296	7,981
	2013	476	227	171	126	133	116	88	135	94	133	125	168	1,133	1,992
	2014	124	156	111	149	175	137	146	115	105	158	119	143	715	1,638
	2015	178	165	109	126	135	124	140	113	80	139	93	168	713	1,570
	2016	171	133	141	127	103	107	124	142	136	100	132	161	675	1,577
	2017	125	138	143	104	83	113	115	106	113	113	116	159	593	1,428
	2018	121	131	129	103	71	144	132	118	72	139	204	166	555	1,530
	2019	121	131	174	108	102	103	115	117	110	140	166	161	636	1,548
	2020	189	149	108	151	90	102	154	92	106	185	149	224	687	1,699
	2021	154	146	119	131	108	69	151	82	88	28	465	346	658	1,887
	2022	252	315	313	250	171	182	138	215	167	183	254	352	1,301	2,792
	2023	1,145	273	323	254	131	129	163	193	125	164	195	292	2,126	3,387
	2024	182	201	116	147	105	121	110	127	120	177	161	248	751	1,815
	2025	142	203	145	128	109	109	128	105	169	104	207	241	727	1,790
	2026	171	144	179	127	119	0	0	0	0	0	0	0	740	740
Variance		29	(59)	34	(1)	10	(109)	(128)	(105)	(169)	(104)	(207)	(241)	13	(1,050)
		20.4%	-29.1%	23.4%	-0.8%	9.2%	-100.0%	-100.0%	-100.0%	-100.0%	-100.0%	-100.0%	-100.0%	1.8%	-58.7%
Misc(9)	2010	0	0	0	0	0	0	0	0	0	0	0	0	0	0
	2014	0	0	0	0	0	34	22	20	27	33	24	39	0	199
	2015	32	37	40	20	43	25	28	28	27	38	17	36	172	371
	2016	40	44	24	29	35	13	38	14	65	27	54	24	172	407
	2017	52	20	53	13	49	15	50	10	86	19	80	34	187	481
	2018	72	24	64	14	73	19	87	33	100	24	100	24	247	634
	2019	86	34	94	15	103	24	106	24	119	23	110	21	332	759
	2020	104	27	114	46	121	28	142	30	121	24	83	30	412	870
	2021	179	26	132	36	162	22	128	32	147	0	3	0	535	867
	2022	229	16	139	35	21	164	110	41	109	41	103	46	440	1,054
	2023	41	135	157	37	159	29	125	29	121	28	160	34	529	1,055
	2024	272	39	142	26	131	33	124	17	134	26	167	24	610	1,135
2025	249	4	149	29	160	11	140	12	140	6	143	13	591	1,056	
2026	188	7	133	0	169	0	0	0	0	0	0	0	497	497	
Variance		(61)	3	(16)	(29)	9	(11)	(140)	(12)	(140)	(6)	(143)	(13)	(94)	(559)
		-24.5%	75.0%	-10.7%	-100.0%	5.6%	-100.0%	-100.0%	-100.0%	-100.0%	-100.0%	-100.0%	-100.0%	-15.9%	-52.9%

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Source	Fiscal YE	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	YTD	Total
Unknown(99)	2022	0	0	0	5,409	2,425	0	0	0	0	0	0	0	7,834	7,834
Comps(C)	2021	0	0	0	0	0	0	0	0	0	0	0	3	0	3
	2022	0	0	0	0	0	1	0	0	1	0	56	0	0	58
	2023	0	0	0	0	0	0	55	0	0	0	0	0	2	57
	2024	0	0	1	0	0	0	55	2	1	0	1	1	1	61
	2025	1	0	0	0	1	0	29	0	2	0	0	0	2	35
	2026	0	3	1	0	2	0	0	0	0	0	0	0	0	6
Variance		(1)	3	1	0	1	0	(29)	0	(2)	0	0	(2)	4	(29)
		-100.0%	0.0%	0.0%	0.0%	100.0%	0.0%	-100.0%	0.0%	-100.0%	0.0%	0.0%	-100.0%	200.0%	-82.9%
Gifts(F)	2021	47	143	85	98	75	78	126	24	41	42	95	201	448	1,055
	2022	38	24	27	23	20	36	31	22	25	29	93	252	132	620
	2023	52	46	22	31	32	48	29	30	19	42	84	222	183	657
	2024	43	47	32	26	31	33	25	27	10	47	55	169	179	545
	2025	26	7	20	22	17	24	31	18	13	18	56	173	92	425
	2026	24	31	15	13	12	0	0	0	0	0	0	0	95	95
Variance		(2)	24	(5)	(9)	(5)	(24)	(31)	(18)	(13)	(18)	(56)	(173)	3	(330)
		-7.7%	342.9%	-25.0%	-40.9%	-29.4%	-100.0%	-100.0%	-100.0%	-100.0%	-100.0%	-100.0%	-100.0%	-100.0%	-77.6%
Cold Donor(G)	2023	0	0	0	0	0	0	0	0	0	0	144	91	0	235
	2024	288	103	75	23	7	4	5	2	61	79	680	183	496	1,510
	2025	116	65	21	16	20	6	7	4	3	51	47	1,458	238	1,814
	2026	904	391	62	30	8	0	0	0	0	0	0	0	1,395	1,395
Variance		788	326	41	14	(12)	(6)	(7)	(4)	(3)	(51)	(47)	(1,458)	1,157	(419)
		679.3%	501.5%	195.2%	87.5%	-60.0%	-100.0%	-100.0%	-100.0%	-100.0%	-100.0%	-100.0%	-100.0%	486.1%	-23.1%

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Source	Fiscal YE	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	YTD	Total
Misc Unknown(GC)	2010	0	557	1,131	678	632	422	831	555	985	660	543	770	2,998	7,764
	2011	633	546	721	556	411	399	332	417	492	464	417	596	2,867	5,984
	2012	420	502	787	505	378	336	312	599	419	380	576	522	2,592	5,736
	2013	561	423	650	491	480	327	330	695	500	489	501	617	2,605	6,064
	2014	621	530	572	440	382	425	486	381	383	489	454	457	2,545	5,620
	2015	513	555	563	424	370	313	572	415	376	449	429	458	2,425	5,437
	2016	441	398	329	502	365	313	360	380	504	335	392	474	2,035	4,793
	2017	353	340	385	454	367	324	396	426	497	330	370	425	1,899	4,667
	2018	342	336	391	303	250	289	235	353	279	242	379	357	1,622	3,756
	2019	306	256	307	399	350	242	304	394	230	352	247	374	1,618	3,761
	2020	379	323	232	552	260	184	360	266	243	584	224	581	1,746	4,188
	2021	331	584	628	530	273	206	295	308	295	60	27	37	2,346	3,574
2022	23	5	13	0	0	0	0	0	0	0	0	0	0	41	41
Internet(I)	2021	633	1,274	452	415	306	255	1,283	393	317	1,058	512	586	3,080	7,484
	2022	411	1,082	883	360	351	531	1,068	481	255	276	945	623	3,087	7,266
	2023	383	309	293	925	387	289	1,044	443	285	824	515	501	2,297	6,198
	2024	709	747	293	225	432	646	472	326	301	681	473	461	2,406	5,766
	2025	786	925	591	250	1,088	253	1,024	414	1,578	734	844	557	3,640	9,044
	2026	1,342	771	1,314	322	1,969	0	0	0	0	0	0	0	0	5,718
Variance		556	(154)	723	72	881	(253)	(1,024)	(414)	(1,578)	(734)	(844)	(557)	2,078	(3,326)
		70.7%	-16.6%	122.3%	28.8%	81.0%	-100.0%	-100.0%	-100.0%	-100.0%	-100.0%	-100.0%	-100.0%	-100.0%	57.1%
Social Media(S)	2026	0	0	0	47	138	0	0	0	0	0	0	0	185	185
Variance		0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
Agents(Z)	2021	0	0	0	0	0	0	0	0	0	3,710	3,100	2,711	0	9,521
	2022	2,070	2,368	1,769	2,032	1,417	1,732	1,156	1,950	1,439	4,699	2,461	2,296	9,656	25,389
	2023	1,915	1,546	1,551	1,507	860	1,108	588	1,017	1,183	1,316	1,785	2,016	7,379	16,392
	2024	2,349	1,861	1,237	841	991	864	1,466	1,062	1,335	2,443	1,828	2,066	7,279	18,343
	2025	1,625	897	1,482	925	983	784	785	867	1,321	3,148	1,334	1,671	5,912	15,822
	2026	1,332	916	1,198	1,091	948	0	0	0	0	0	0	0	0	5,485
Variance		(293)	19	(284)	166	(35)	(784)	(785)	(867)	(1,321)	(3,148)	(1,334)	(1,671)	(427)	(10,337)
		-18.0%	2.1%	-19.2%	17.9%	-3.6%	-100.0%	-100.0%	-100.0%	-100.0%	-100.0%	-100.0%	-100.0%	-100.0%	-7.2%

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Source	Fiscal YE	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	YTD	Total
Regular Renewals(R)	2010	0	2,707	7,028	4,534	3,753	9,617	7,488	7,358	7,357	5,423	4,029	7,383	18,022	66,677
	2011	4,128	6,239	4,175	4,709	1,699	4,241	2,178	3,748	3,000	2,934	1,861	4,204	20,950	43,116
	2012	2,403	3,464	3,020	2,569	1,840	3,956	2,170	4,497	2,601	3,302	2,683	6,412	13,296	38,917
	2013	4,862	5,301	5,769	6,863	5,412	6,493	4,257	7,668	3,642	4,461	3,650	5,092	28,207	63,470
	2014	6,757	6,150	3,866	7,679	5,062	7,625	4,952	7,487	4,690	6,474	3,401	7,285	29,514	71,428
	2015	6,000	6,733	3,684	6,237	7,817	7,401	5,983	7,145	4,417	6,497	3,621	5,722	30,471	71,257
	2016	4,807	7,009	4,663	7,920	4,144	5,843	5,366	7,176	5,297	4,885	4,523	7,272	28,543	68,905
	2017	5,127	7,059	4,723	7,581	4,328	6,807	4,493	6,585	5,211	5,263	4,279	6,793	28,818	68,249
	2018	3,428	7,052	4,797	7,066	4,280	6,642	3,665	7,240	3,868	5,033	4,815	5,989	26,623	63,875
	2019	4,720	5,948	5,558	6,723	5,268	5,559	4,296	7,772	4,513	5,922	3,450	5,388	28,217	65,117
	2020	4,978	6,306	3,988	7,465	4,686	6,284	4,906	2,875	6,375	8,933	4,448	4,620	27,423	65,864
	2021	6,897	5,421	6,654	4,452	6,957	8,602	6,310	5,971	4,090	6,707	2,420	2,055	30,381	66,536
	2022	565	6,536	6,857	2,820	3,447	7,855	6,000	6,929	4,508	6,102	3,908	3,999	20,225	59,526
	2023	4,168	2,941	8,777	6,772	4,760	6,019	4,407	6,015	4,144	3,914	3,143	3,475	27,418	58,535
	2024	1,567	1,582	3,972	5,451	3,700	5,240	4,619	4,198	5,231	4,543	3,116	3,563	16,272	46,782
	2025	2,710	3,165	4,530	5,768	3,119	4,145	3,738	2,213	1,607	3,273	3,213	5,420	19,292	42,901
	2026	3,523	5,459	3,541	3,776	2,093	0	0	0	0	0	0	0	18,392	18,392
Variance		813	2,294	(989)	(1,992)	(1,026)	(4,145)	(3,738)	(2,213)	(1,607)	(3,273)	(3,213)	(5,420)	(900)	(24,509)
		30.0%	72.5%	-21.8%	-34.5%	-32.9%	-100.0%	-100.0%	-100.0%	-100.0%	-100.0%	-100.0%	-100.0%	-4.7%	-57.1%
<b>Subtotals</b>															
Total Direct To Publisher	2010	0	8,004	7,782	2,393	2,187	1,897	3,144	1,923	2,708	3,063	6,666	9,398	20,366	49,165
Total Direct To Publisher	2011	3,860	2,330	2,798	2,802	1,612	2,415	1,683	2,007	2,106	3,702	6,690	8,045	13,402	40,050
Total Direct To Publisher	2012	3,332	2,607	2,873	2,175	1,549	2,306	1,727	3,124	3,398	4,679	5,638	5,321	12,536	38,729
Total Direct To Publisher	2013	2,597	8,719	5,472	1,939	1,726	1,551	10,449	3,708	3,151	9,753	11,989	7,320	20,453	68,374
Total Direct To Publisher	2014	3,454	13,380	3,122	1,919	1,644	1,569	12,451	3,551	2,227	11,238	11,512	7,011	23,519	73,078
Total Direct To Publisher	2015	4,170	12,940	3,536	2,029	1,706	2,636	13,243	2,316	2,044	16,275	7,282	6,135	24,381	74,312
Total Direct To Publisher	2016	3,786	3,601	11,482	2,877	1,440	1,313	9,822	4,701	3,653	10,335	9,078	7,988	23,186	70,076
Total Direct To Publisher	2017	2,356	6,117	9,771	1,928	1,334	1,398	14,186	2,614	1,961	13,461	8,975	7,078	21,506	71,179
Total Direct To Publisher	2018	3,271	14,064	3,440	1,591	1,206	1,505	12,165	4,769	2,051	11,580	10,263	6,100	23,572	72,005
Total Direct To Publisher	2019	2,695	6,095	10,824	2,022	1,775	1,530	13,044	3,271	2,985	4,255	15,399	7,010	23,411	70,905
Total Direct To Publisher	2020	3,363	12,257	5,392	2,585	1,595	1,299	20,261	3,139	2,956	18,942	6,904	7,845	25,192	86,538
Total Direct To Publisher	2021	3,458	16,394	4,435	2,523	1,422	1,125	14,353	3,590	1,973	12,213	3,706	9,208	28,232	74,400
Total Direct To Publisher	2022	4,818	2,529	13,232	7,393	3,950	1,738	10,255	2,434	1,289	1,098	7,376	6,159	31,922	62,271
Total Direct To Publisher	2023	4,718	1,966	1,864	6,955	4,115	1,152	7,708	3,415	1,246	3,523	5,899	1,999	19,618	44,560
Total Direct To Publisher	2024	1,699	3,481	1,762	1,301	1,059	2,508	6,560	1,388	1,163	4,757	3,558	2,148	9,302	31,384
Total Direct To Publisher	2025	2,055	6,389	2,287	1,075	1,728	614	2,626	5,348	2,534	2,029	5,904	3,782	13,534	36,371
Total Direct To Publisher	2026	3,195	5,809	3,533	1,090	2,650	0	0	0	0	0	0	0	16,277	16,277
Variance		1,140	(580)	1,246	15	922	(614)	(2,626)	(5,348)	(2,534)	(2,029)	(5,904)	(3,782)	2,743	(20,094)
		55.5%	-9.1%	54.5%	1.4%	53.4%	-100.0%	-100.0%	-100.0%	-100.0%	-100.0%	-100.0%	-100.0%	20.3%	-55.2%

# ARCHAEOLOGY

## Production Variance

Source	Fiscal YE	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	YTD	Total
Total Agents	2021	0	0	0	0	0	0	0	0	0	3,710	3,100	2,711	0	9,521
Total Agents	2022	2,070	2,368	1,769	2,032	1,417	1,732	1,156	1,950	1,439	4,699	2,461	2,296	9,656	25,389
Total Agents	2023	1,915	1,546	1,551	1,507	860	1,108	588	1,017	1,183	1,316	1,785	2,016	7,379	16,392
Total Agents	2024	2,349	1,861	1,237	841	991	864	1,466	1,062	1,335	2,443	1,828	2,066	7,279	18,343
Total Agents	2025	1,625	897	1,482	925	983	784	785	867	1,321	3,148	1,334	1,671	5,912	15,822
Total Agents	2026	1,332	916	1,198	1,091	948	0	0	0	0	0	0	0	5,485	5,485
Variance		(293)	19	(284)	166	(35)	(784)	(785)	(867)	(1,321)	(3,148)	(1,334)	(1,671)	(427)	(10,337)
		-18.0%	2.1%	-19.2%	17.9%	-3.6%	-100.0%	-100.0%	-100.0%	-100.0%	-100.0%	-100.0%	-100.0%	-7.2%	-65.3%
Total Renewals	2010	0	2,707	7,028	4,534	3,753	9,617	7,488	7,358	7,357	5,423	4,029	7,383	18,022	66,677
Total Renewals	2011	4,128	6,239	4,175	4,709	1,699	4,241	2,178	3,748	3,000	2,934	1,861	4,204	20,950	43,116
Total Renewals	2012	2,403	3,464	3,020	2,569	1,840	3,956	2,170	4,497	2,601	3,302	2,683	6,412	13,296	38,917
Total Renewals	2013	4,862	5,301	5,769	6,863	5,412	6,493	4,257	7,668	3,642	4,461	3,650	5,092	28,207	63,470
Total Renewals	2014	6,757	6,150	3,866	7,679	5,062	7,625	4,952	7,487	4,690	6,474	3,401	7,285	29,514	71,428
Total Renewals	2015	6,000	6,733	3,684	6,237	7,817	7,401	5,983	7,145	4,417	6,497	3,621	5,722	30,471	71,257
Total Renewals	2016	4,807	7,009	4,663	7,920	4,144	5,843	5,366	7,176	5,297	4,885	4,523	7,272	28,543	68,905
Total Renewals	2017	5,127	7,059	4,723	7,581	4,328	6,807	4,493	6,585	5,211	5,263	4,279	6,793	28,818	68,249
Total Renewals	2018	3,428	7,052	4,797	7,066	4,280	6,642	3,665	7,240	3,868	5,033	4,815	5,989	26,623	63,875
Total Renewals	2019	4,720	5,948	5,558	6,723	5,268	5,559	4,296	7,772	4,513	5,922	3,450	5,388	28,217	65,117
Total Renewals	2020	4,978	6,306	3,988	7,465	4,686	6,284	4,906	2,875	6,375	8,933	4,448	4,620	27,423	65,864
Total Renewals	2021	6,897	5,421	6,654	4,452	6,957	8,602	6,310	5,971	4,090	6,707	2,420	2,055	30,381	66,536
Total Renewals	2022	565	6,536	6,857	2,820	3,447	7,855	6,000	6,929	4,508	6,102	3,908	3,999	20,225	59,526
Total Renewals	2023	4,168	2,941	8,777	6,772	4,760	6,019	4,407	6,015	4,144	3,914	3,143	3,475	27,418	58,535
Total Renewals	2024	1,567	1,582	3,972	5,451	3,700	5,240	4,619	4,198	5,231	4,543	3,116	3,563	16,272	46,782
Total Renewals	2025	2,710	3,165	4,530	5,768	3,119	4,145	3,738	2,213	1,607	3,273	3,213	5,420	19,292	42,901
Total Renewals	2026	3,523	5,459	3,541	3,776	2,093	0	0	0	0	0	0	0	18,392	18,392
Variance		813	2,294	(989)	(1,992)	(1,026)	(4,145)	(3,738)	(2,213)	(1,607)	(3,273)	(3,213)	(5,420)	(900)	(24,509)
		30.0%	72.5%	-21.8%	-34.5%	-32.9%	-100.0%	-100.0%	-100.0%	-100.0%	-100.0%	-100.0%	-100.0%	-4.7%	-57.1%

# ARCHAEOLOGY

## Production Variance

Source	Fiscal YE	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	YTD	Total
Grand Total	2010	0	10,711	14,810	6,927	5,940	11,514	10,632	9,281	10,065	8,486	10,695	16,781	38,388	115,842
Grand Total	2011	7,988	8,569	6,973	7,511	3,311	6,656	3,861	5,755	5,106	6,636	8,551	12,249	34,352	83,166
Grand Total	2012	5,735	6,071	5,893	4,744	3,389	6,262	3,897	7,621	5,999	7,981	8,321	11,733	25,832	77,646
Grand Total	2013	7,459	14,020	11,241	8,802	7,138	8,044	14,706	11,376	6,793	14,214	15,639	12,412	48,660	131,844
Grand Total	2014	10,211	19,530	6,988	9,598	6,706	9,194	17,403	11,038	6,917	17,712	14,913	14,296	53,033	144,506
Grand Total	2015	10,170	19,673	7,220	8,266	9,523	10,037	19,226	9,461	6,461	22,772	10,903	11,857	54,852	145,569
Grand Total	2016	8,593	10,610	16,145	10,797	5,584	7,156	15,188	11,877	8,950	15,220	13,601	15,260	51,729	138,981
Grand Total	2017	7,483	13,176	14,494	9,509	5,662	8,205	18,679	9,199	7,172	18,724	13,254	13,871	50,324	139,428
Grand Total	2018	6,699	21,116	8,237	8,657	5,486	8,147	15,830	12,009	5,919	16,613	15,078	12,089	50,195	135,880
Grand Total	2019	7,415	12,043	16,382	8,745	7,043	7,089	17,340	11,043	7,498	10,177	18,849	12,398	51,628	136,022
Grand Total	2020	8,341	18,563	9,380	10,050	6,281	7,583	25,167	6,014	9,331	27,875	11,352	12,465	52,615	152,402
Grand Total	2021	10,355	21,815	11,089	6,975	8,379	9,727	20,663	9,561	6,063	22,630	9,226	13,974	58,613	150,457
Grand Total	2022	7,453	11,433	21,858	12,245	8,814	11,325	17,411	11,313	7,236	11,899	13,745	12,454	61,803	147,186
Grand Total	2023	10,801	6,453	12,192	15,234	9,735	8,279	12,703	10,447	6,573	8,753	10,827	7,490	54,415	119,487
Grand Total	2024	5,615	6,924	6,971	7,593	5,750	8,612	12,645	6,648	7,729	11,743	8,502	7,777	32,853	96,509
Grand Total	2025	6,390	10,451	8,299	7,768	5,830	5,543	7,149	8,428	5,462	8,450	10,451	10,873	38,738	95,094
Grand Total	2026	8,050	12,184	8,272	5,957	5,691	0	0	0	0	0	0	0	40,154	40,154
Variance		1,660	1,733	(27)	(1,811)	(139)	(5,543)	(7,149)	(8,428)	(5,462)	(8,450)	(10,451)	(10,873)	1,416	(54,940)
		26.0%	16.6%	-0.3%	-23.3%	-2.4%	-100.0%	-100.0%	-100.0%	-100.0%	-100.0%	-100.0%	-100.0%	3.7%	-57.8%