

# ARCHAEOLOGY

## Cash Variance

Source	Fiscal YE	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	YTD	Total	
Unknown(0)	2023	\$0	\$548	\$900	\$1,487	\$50	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$2,935	\$2,935
	2025	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$-
	2026	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$-
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%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%
DIRECT MAIL (2)	2010	-	\$76,659	\$46,282	\$5,373	\$3,570	\$1,837	\$7,331	\$2,147	\$4,037	\$1,425	\$566	\$506	\$131,884	\$149,733	
	2011	\$358	\$150	\$135	\$90	\$45	\$90	\$90	\$15	\$15	\$15	\$-	\$-	\$778	\$1,003	
	2012	-	\$15	\$-	\$-	\$-	\$-	\$15	\$-	\$-	\$2,335	\$-	\$3,794	\$15	\$6,159	
	2013	\$2,902	\$82,425	\$48,753	\$8,926	\$5,024	\$2,243	\$115,113	\$25,481	\$7,934	\$82,269	\$79,621	\$18,714	\$148,030	\$479,405	
	2014	\$10,485	\$141,782	\$26,966	\$9,707	\$6,120	\$3,746	\$133,343	\$29,038	\$11,340	\$83,780	\$76,815	\$16,338	\$195,060	\$549,460	
	2015	\$15,730	\$136,868	\$29,387	\$10,925	\$6,133	\$16,851	\$145,062	\$14,986	\$8,360	\$143,662	\$21,573	\$14,142	\$199,043	\$563,679	
	2016	\$6,510	\$25,140	\$127,386	\$21,043	\$7,206	\$4,212	\$109,053	\$47,639	\$14,738	\$93,236	\$55,329	\$15,306	\$187,285	\$526,798	
	2017	\$6,285	\$59,072	\$105,436	\$13,564	\$6,732	\$4,241	\$163,779	\$22,086	\$10,905	\$129,309	\$46,796	\$13,919	\$191,089	\$582,124	
	2018	\$14,930	\$160,306	\$28,770	\$8,542	\$4,820	\$2,998	\$128,910	\$41,856	\$9,160	\$100,471	\$56,281	\$11,014	\$217,368	\$568,058	
	2019	\$6,529	\$55,073	\$108,388	\$14,166	\$8,443	\$3,988	\$140,801	\$23,757	\$7,029	\$5,072	\$131,454	\$34,787	\$192,599	\$539,487	
	2020	\$10,617	\$130,049	\$52,007	\$19,364	\$7,513	\$4,201	\$227,169	\$29,206	\$13,684	\$193,792	\$18,949	\$14,453	\$219,550	\$721,004	
	2021	\$5,497	\$183,035	\$37,990	\$13,769	\$4,777	\$2,795	\$152,003	\$34,471	\$10,697	\$142,812	\$21,058	\$5,284	\$245,068	\$614,188	
	2022	\$2,315	\$4,568	\$145,442	\$359	\$2,605	\$1,126	\$141,984	\$20,787	\$3,670	\$2,016	\$82,218	\$37,185	\$155,289	\$444,275	
	2023	\$10,482	\$3,196	\$1,610	\$78,434	\$47,061	\$6,479	\$93,397	\$39,059	\$6,691	\$35,652	\$69,177	\$9,463	\$140,783	\$400,701	
	2024	\$1,740	\$35,624	\$12,613	\$5,166	\$1,785	\$23,223	\$86,503	\$10,009	\$3,163	\$58,346	\$20,068	\$8,500	\$56,928	\$266,740	
	2025	\$2,388	\$86,912	\$19,286	\$5,600	\$1,761	\$821	\$16,362	\$79,184	\$6,151	\$16,029	\$71,471	\$6,519	\$115,947	\$115,947	
	2026	\$2,285	\$71,990	\$27,269	\$5,129	\$1,146	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$107,818	\$107,818	
Variance		(\$103)	(\$14,922)	\$7,983	(\$471)	(\$615)	(\$821)	(\$16,362)	(\$79,184)	(\$6,151)	(\$16,029)	(\$71,471)	(\$6,519)	(\$8,129)	(\$8,129)	
		-4.3%	-17.2%	41.4%	-8.4%	-34.9%	-100.0%	-100.0%	-100.0%	-100.0%	-100.0%	-100.0%	-100.0%	-100.0%	-7.0%	-7.0%
Insert Cards(6)	2010	-	\$7,261	\$16,437	\$8,874	\$14,484	\$12,146	\$11,195	\$11,015	\$16,418	\$10,741	\$15,926	\$26,322	\$47,056	\$150,819	
	2011	\$18,013	\$11,661	\$14,477	\$11,897	\$9,239	\$10,244	\$7,618	\$8,223	\$10,236	\$8,036	\$18,173	\$22,396	\$65,287	\$150,213	
	2012	\$14,620	\$12,620	\$12,950	\$10,914	\$8,568	\$10,542	\$8,260	\$12,407	\$9,781	\$13,139	\$19,165	\$18,673	\$59,672	\$151,639	
	2013	\$13,550	\$11,599	\$14,462	\$10,806	\$13,131	\$11,327	\$7,661	\$13,279	\$8,771	\$9,767	\$21,336	\$23,520	\$63,548	\$159,209	
	2014	\$15,657	\$12,355	\$11,726	\$10,199	\$9,975	\$10,590	\$11,027	\$9,018	\$9,068	\$12,073	\$19,208	\$18,858	\$59,912	\$149,754	
	2015	\$17,761	\$13,925	\$10,119	\$11,828	\$10,342	\$9,594	\$11,036	\$8,415	\$8,774	\$11,270	\$20,524	\$19,901	\$63,975	\$153,489	
	2016	\$15,968	\$11,872	\$9,276	\$11,466	\$8,873	\$8,448	\$11,159	\$7,287	\$9,866	\$7,720	\$19,125	\$25,695	\$74,455	\$146,755	
	2017	\$13,853	\$10,779	\$10,332	\$9,842	\$6,678	\$9,584	\$8,775	\$7,994	\$8,960	\$8,415	\$22,957	\$21,998	\$51,484	\$140,167	
	2018	\$12,244	\$11,683	\$10,756	\$10,812	\$8,528	\$12,190	\$7,959	\$12,661	\$9,213	\$8,646	\$23,116	\$21,315	\$54,023	\$149,123	
	2019	\$13,715	\$11,256	\$12,913	\$10,899	\$12,139	\$9,472	\$9,598	\$10,765	\$8,408	\$16,072	\$18,089	\$22,459	\$60,922	\$155,785	
	2020	\$18,900	\$11,158	\$9,377	\$14,988	\$8,633	\$8,659	\$9,669	\$6,342	\$7,804	\$14,519	\$20,297	\$29,300	\$63,056	\$159,646	
	2021	\$14,873	\$9,369	\$15,659	\$17,775	\$10,642	\$8,006	\$9,700	\$8,532	\$10,303	\$13,665	\$6,434	\$10,437	\$68,318	\$135,395	
	2022	\$7,765	\$2,769	\$6,728	\$3,886	\$6,457	\$12,454	\$4,438	\$3,509	\$2,487	\$4,531	\$6,162	\$6,175	\$27,605	\$67,361	
	2023	\$4,363	\$4,282	\$5,372	\$5,087	\$3,404	\$1,398	\$1,062	\$1,652	\$2,951	\$1,892	\$1,915	\$1,451	\$22,508	\$48,829	
	2024	\$497	\$614	\$3,139	\$6,820	\$3,171	\$2,705	\$3,120	\$3,328	\$2,177	\$2,323	\$2,590	\$2,235	\$14,241	\$32,719	
	2025	\$5,173	\$4,573	\$3,314	\$3,607	\$3,012	\$1,253	\$2,983	\$2,291	\$2,585	\$1,742	\$2,334	\$2,676	\$19,679	\$35,543	
	2026	\$1,952	\$3,155	\$3,472	\$2,646	\$1,578	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$12,803	\$12,803	
Variance		(\$3,221)	(\$1,418)	\$158	(\$961)	(\$1,434)	(\$1,253)	(\$2,983)	(\$2,291)	(\$2,585)	(\$1,742)	(\$2,334)	(\$2,676)	(\$6,876)	(\$22,740)	
		-62.3%	-31.0%	4.8%	-26.7%	-47.6%	-100.0%	-100.0%	-100.0%	-100.0%	-100.0%	-100.0%	-100.0%	-34.9%	-64.0%	
Christmas Gifts(7)	2010	-	\$9,574	\$8,866	\$2,981	\$1,112	\$382	\$103	\$1,933	\$3,144	\$16,909	\$65,119	\$87,510	\$22,533	\$197,633	
	2011	\$32,243	\$13,074	\$4,855	\$1,911	\$535	\$308	\$177	\$1,773	\$1,950	\$31,804	\$67,581	\$71,480	\$52,618	\$227,691	
	2012	\$24,768	\$11,683	\$4,360	\$1,477	\$882	\$510	\$167	\$8,194	\$26,881	\$37,928	\$48,828	\$45,215	\$43,170	\$210,893	
	2013	\$16,067	\$5,370	\$3,699	\$1,114	\$669	\$111	\$132	\$5,138	\$27,365	\$31,225	\$53,163	\$60,327	\$26,919	\$204,380	
	2014	\$24,686	\$5,900	\$2,889	\$1,421	\$823	\$229	\$149	\$3,412	\$7,203	\$51,622	\$60,389	\$55,916	\$35,719	\$214,639	
	2015	\$20,696	\$4,764	\$2,050	\$758	\$427	\$48	\$148	\$1,799	\$8,585	\$52,087	\$60,442	\$58,659	\$28,695	\$210,463	
	2016	\$29,667	\$8,690	\$3,263	\$1,427	\$439	\$266	\$200	\$3,462	\$25,383	\$33,409	\$53,370	\$73,539	\$43,486	\$233,115	
	2017	\$17,513	\$8,574	\$3,279	\$1,363	\$410	\$350	\$335	\$1,576	\$2,600	\$39,224	\$59,775	\$68,180	\$31,139	\$203,179	
	2018	\$21,523	\$9,209	\$3,939	\$1,449	\$777	\$297	\$164	\$3,992	\$10,455	\$37,871	\$60,181	\$53,807	\$36,897	\$203,664	
	2019	\$18,922	\$7,037	\$4,188	\$1,346	\$838	\$304	\$148	\$4,563	\$27,048	\$38,413	\$42,813	\$48,710	\$32,331	\$194,330	
	2020	\$23,204	\$6,110	\$2,042	\$2,124	\$443	\$223	\$229	\$1,326	\$6,291	\$36,526	\$58,783	\$68,959	\$33,923	\$206,260	
	2021	\$23,607	\$11,527	\$5,415	\$2,492	\$677	\$378	\$229	\$1,767	\$2,008	\$209	\$12,855	\$127,275	\$43,718	\$188,439	
	2022	\$55,699	\$7,780	\$1,732	\$5,248	\$761	\$694	\$284	\$304	\$142	\$293	\$945	\$30,629	\$71,220	\$104,511	
	2023	\$29,663	\$12,890	\$8,503	\$2,289	\$897	\$405	\$497	\$577	\$189	\$431	\$3,301	\$2,537	\$54,242	\$62,179	
	2024	\$891	\$413	\$1,267	\$641	\$86	\$42	\$194	\$185	\$3,598	\$3,654	\$18,793	\$10,120	\$3,298	\$39,884	
	2025	\$5,996	\$779	\$225	\$190	\$403	\$50	\$125	\$128	\$310	\$3,755	\$5,961	\$16,487	\$7,593	\$34,409	
	2026	\$5,650	\$7,872	\$1,663	\$291	\$180	\$-	\$-	\$-	\$-	\$-	\$-	\$-	\$15,657	\$15,657	
Variance		(\$346)	\$7,093	\$1,438	\$101	(\$223)	(\$50)	(\$125)	(\$128)	(\$310)	(\$3,755)	(\$5,961)	(\$16,487)	\$8,064	(\$18,752)	
		-5.8%	91.0%	639.2%	52.9%	-55.3%	-100.0%	-100.0%	-100.0%	-100.0%	-100.0%	-100.0%	-100.0%	106.2%	-54.5%	

# ARCHAEOLOGY

## Cash Variance

Source	Fiscal YE	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	YTD	Total	
White & Misc(8)	2010	-	\$ 1,226	\$ 4,693	\$ 4,259	\$ 3,214	\$ 3,419	\$ 3,865	\$ 3,255	\$ 4,130	\$ 3,121	\$ 3,766	\$ 4,617	\$ 13,392	\$ 39,565	
	2011	\$ 3,366	\$ 3,793	\$ 6,331	\$ 19,108	\$ 9,319	\$ 17,622	\$ 12,713	\$ 13,880	\$ 12,465	\$ 13,576	\$ 9,102	\$ 17,040	\$ 41,917	\$ 138,315	
	2012	\$ 12,664	\$ 15,025	\$ 17,434	\$ 14,026	\$ 11,804	\$ 15,820	\$ 12,507	\$ 19,241	\$ 13,604	\$ 14,372	\$ 14,054	\$ 7,785	\$ 10,573	\$ 168,336	
	2013	\$ 6,199	\$ 4,999	\$ 4,162	\$ 2,599	\$ 3,426	\$ 2,431	\$ 2,259	\$ 2,868	\$ 1,917	\$ 2,821	\$ 2,887	\$ 3,786	\$ 21,385	\$ 40,354	
	2014	\$ 2,981	\$ 3,985	\$ 2,988	\$ 3,631	\$ 3,113	\$ 3,052	\$ 3,156	\$ 2,667	\$ 2,736	\$ 3,557	\$ 2,803	\$ 3,364	\$ 16,698	\$ 38,033	
	2015	\$ 3,816	\$ 3,527	\$ 2,673	\$ 2,659	\$ 3,221	\$ 3,039	\$ 3,223	\$ 2,564	\$ 1,941	\$ 3,191	\$ 2,178	\$ 3,767	\$ 15,896	\$ 35,799	
	2016	\$ 3,184	\$ 3,246	\$ 3,043	\$ 3,039	\$ 2,190	\$ 2,381	\$ 3,024	\$ 3,322	\$ 3,442	\$ 2,432	\$ 3,127	\$ 3,851	\$ 14,702	\$ 36,281	
	2017	\$ 2,936	\$ 3,360	\$ 3,240	\$ 2,615	\$ 1,964	\$ 3,076	\$ 2,824	\$ 2,225	\$ 2,897	\$ 2,678	\$ 2,700	\$ 3,530	\$ 14,115	\$ 34,045	
	2018	\$ 2,751	\$ 3,207	\$ 3,021	\$ 2,603	\$ 2,115	\$ 3,575	\$ 3,684	\$ 3,107	\$ 1,700	\$ 3,059	\$ 4,245	\$ 3,817	\$ 13,697	\$ 36,884	
	2019	\$ 2,871	\$ 3,109	\$ 4,138	\$ 2,552	\$ 2,459	\$ 2,358	\$ 2,686	\$ 2,888	\$ 2,533	\$ 3,362	\$ 3,743	\$ 3,365	\$ 15,129	\$ 36,064	
	2020	\$ 4,467	\$ 3,543	\$ 2,487	\$ 4,186	\$ 2,344	\$ 2,146	\$ 3,677	\$ 1,995	\$ 2,629	\$ 4,193	\$ 3,019	\$ 5,038	\$ 17,027	\$ 39,724	
	2021	\$ 3,174	\$ 3,575	\$ 2,684	\$ 3,371	\$ 2,476	\$ 2,088	\$ 3,052	\$ 1,870	\$ 1,907	\$ 627	\$ 10,945	\$ 7,615	\$ 15,280	\$ 43,384	
	2022	\$ 5,244	\$ 7,466	\$ 6,401	\$ 143,822	\$ 4,218	\$ 4,648	\$ 3,150	\$ 4,959	\$ 4,228	\$ 4,106	\$ 5,226	\$ 6,499	\$ 167,151	\$ 199,967	
	2023	\$ 23,990	\$ 5,186	\$ 6,768	\$ 5,579	\$ 3,197	\$ 2,995	\$ 3,337	\$ 4,273	\$ 2,713	\$ 3,285	\$ 3,868	\$ 6,838	\$ 44,720	\$ 72,029	
	2024	\$ 4,021	\$ 4,259	\$ 2,283	\$ 3,146	\$ 2,568	\$ 2,541	\$ 2,289	\$ 2,722	\$ 2,811	\$ 3,394	\$ 3,182	\$ 4,749	\$ 16,277	\$ 37,965	
	2025	\$ 2,974	\$ 4,077	\$ 3,212	\$ 2,977	\$ 2,240	\$ 2,426	\$ 2,233	\$ 2,322	\$ 3,336	\$ 2,249	\$ 4,220	\$ 5,032	\$ 15,480	\$ 37,298	
	2026	\$ 3,625	\$ 3,382	\$ 3,931	\$ 2,599	\$ 2,298	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 15,834	\$ 15,834
	Variance		\$651	(\$695)	\$719	(\$378)	\$58	(\$2,426)	(\$2,233)	(\$2,322)	(\$3,336)	(\$2,249)	(\$4,220)	(\$5,032)	\$354	(\$21,464)
			21.9%	-17.1%	22.4%	-12.7%	2.6%	-100.0%	-100.0%	-100.0%	-100.0%	-100.0%	-100.0%	-100.0%	2.3%	-57.5%
	Misc(9)	2018	\$ 988	\$ 389	\$ 763	\$ 210	\$ 808	\$ 344	\$ 1,153	\$ 509	\$ 1,168	\$ 404	\$ 1,243	\$ 374	\$ 3,158	\$ 8,353
		2019	\$ 988	\$ 599	\$ 1,228	\$ 269	\$ 1,347	\$ 374	\$ 1,287	\$ 374	\$ 1,512	\$ 329	\$ 1,287	\$ 374	\$ 4,431	\$ 9,968
		2020	\$ 1,332	\$ 434	\$ 1,452	\$ 793	\$ 1,512	\$ 441	\$ 1,737	\$ 494	\$ 1,407	\$ 344	\$ 1,078	\$ 464	\$ 5,523	\$ 11,488
		2021	\$ 2,380	\$ 404	\$ 1,632	\$ 569	\$ 2,186	\$ 314	\$ 1,617	\$ 509	\$ 1,856	\$ -	\$ 45	\$ -	\$ 7,171	\$ 11,512
		2022	\$ 2,904	\$ 60	\$ 1,751	\$ 9,525	\$ 314	\$ 1,572	\$ 1,272	\$ 584	\$ 1,153	\$ 599	\$ 1,377	\$ 674	\$ 14,554	\$ 21,785
		2023	\$ 614	\$ 1,497	\$ 1,961	\$ 539	\$ 2,066	\$ 434	\$ 1,527	\$ 419	\$ 1,617	\$ 419	\$ 2,066	\$ 519	\$ 6,677	\$ 13,678
		2024	\$ 3,323	\$ 584	\$ 2,021	\$ 389	\$ 1,796	\$ 494	\$ 1,647	\$ 254	\$ 1,781	\$ 389	\$ 2,171	\$ 359	\$ 8,113	\$ 15,208
2025		\$ 2,799	\$ 60	\$ 1,931	\$ 434	\$ 2,156	\$ 165	\$ 1,781	\$ 180	\$ 2,376	\$ 90	\$ 2,521	\$ 195	\$ 7,380	\$ 14,688	
2026		\$ 3,010	\$ 105	\$ 2,331	\$ -	\$ 2,851	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 8,298	\$ 8,298	
Variance			\$211	\$45	\$400	(\$434)	\$695	(\$165)	(\$1,781)	(\$180)	(\$2,376)	(\$90)	(\$2,521)	(\$195)	\$918	(\$6,390)
			7.6%	74.7%	20.7%	-100.0%	32.2%	-100.0%	-100.0%	-100.0%	-100.0%	-100.0%	-100.0%	-100.0%	12.4%	-43.5%
Unknown(99)		2022	-	-	-	\$ 11,991	\$ 65,603	-	-	-	-	-	-	-	\$ 77,594	\$ 77,594
Comps(C)	2021	-	-	-	-	-	-	-	-	-	-	-	-	\$ -	\$ -	
	2022	-	-	-	-	-	-	-	-	-	-	-	-	\$ -	\$ -	
	2023	-	-	-	-	-	-	-	-	-	-	-	-	\$ -	\$ -	
	2024	-	-	-	-	-	-	-	-	-	-	-	-	\$ -	\$ -	
	2025	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
	2026	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
	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%	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%		
Gifts(F)	2010	-	\$ 926	\$ 2,092	\$ 1,586	\$ 1,073	\$ 1,696	\$ 2,640	\$ 179	\$ 366	\$ 30	\$ 30	\$ -	\$ 5,677	\$ 10,618	
	2011	-	\$ 2,019	\$ 1,984	\$ 2,017	\$ 1,575	\$ 2,889	\$ 2,215	\$ 686	\$ 973	\$ 723	\$ 1,542	\$ 7,745	\$ 7,595	\$ 24,368	
	2012	\$ 1,077	\$ 3,031	\$ 3,260	\$ 1,940	\$ 1,899	\$ 2,583	\$ 2,169	\$ 1,119	\$ 1,138	\$ 872	\$ 2,541	\$ 7,426	\$ 11,207	\$ 29,055	
	2013	\$ 1,561	\$ 2,831	\$ 2,746	\$ 2,314	\$ 2,172	\$ 2,540	\$ 1,907	\$ 1,192	\$ 784	\$ 837	\$ 1,630	\$ 6,610	\$ 11,624	\$ 27,124	
	2014	\$ 1,959	\$ 3,293	\$ 2,351	\$ 2,571	\$ 2,266	\$ 2,783	\$ 3,300	\$ 850	\$ 460	\$ 1,029	\$ 1,414	\$ 8,227	\$ 12,440	\$ 30,503	
	2015	\$ 1,878	\$ 3,816	\$ 2,207	\$ 2,322	\$ 2,735	\$ 3,616	\$ 2,679	\$ 632	\$ 805	\$ 1,245	\$ 1,548	\$ 7,032	\$ 12,958	\$ 30,515	
	2016	\$ 2,376	\$ 2,612	\$ 2,411	\$ 2,442	\$ 1,657	\$ 2,381	\$ 2,437	\$ 725	\$ 1,063	\$ 784	\$ 1,603	\$ 7,411	\$ 11,498	\$ 27,902	
	2017	\$ 924	\$ 2,753	\$ 2,761	\$ 2,166	\$ 1,806	\$ 2,887	\$ 2,748	\$ 763	\$ 781	\$ 1,136	\$ 1,666	\$ 6,363	\$ 10,410	\$ 26,754	
	2018	\$ 1,100	\$ 2,278	\$ 3,112	\$ 2,319	\$ 2,064	\$ 2,259	\$ 1,788	\$ 1,203	\$ 901	\$ 1,206	\$ 2,856	\$ 6,412	\$ 10,873	\$ 27,498	
	2019	\$ 1,239	\$ 2,120	\$ 3,267	\$ 2,534	\$ 2,654	\$ 2,106	\$ 2,011	\$ 1,075	\$ 900	\$ 1,003	\$ 1,547	\$ 6,769	\$ 11,814	\$ 27,225	
	2020	\$ 1,283	\$ 2,984	\$ 1,904	\$ 2,666	\$ 2,284	\$ 2,835	\$ 4,076	\$ 1,080	\$ 811	\$ 1,621	\$ 2,043	\$ 7,409	\$ 11,121	\$ 30,996	
	2021	\$ 1,115	\$ 2,846	\$ 2,055	\$ 2,504	\$ 1,849	\$ 1,906	\$ 2,579	\$ 652	\$ 1,026	\$ 1,012	\$ 2,370	\$ 4,940	\$ 10,369	\$ 24,854	
	2022	\$ 850	\$ 610	\$ 588	\$ 573	\$ 410	\$ 948	\$ 608	\$ 506	\$ 572	\$ 630	\$ 2,128	\$ 6,059	\$ 3,031	\$ 14,482	
	2023	\$ 1,323	\$ 1,042	\$ 566	\$ 785	\$ 719	\$ 1,093	\$ 630	\$ 742	\$ 470	\$ 806	\$ 1,885	\$ 5,237	\$ 4,435	\$ 15,298	
	2024	\$ 1,004	\$ 1,012	\$ 725	\$ 632	\$ 694	\$ 755	\$ 602	\$ 616	\$ 220	\$ 996	\$ 1,227	\$ 3,908	\$ 4,067	\$ 12,391	
	2025	\$ 624	\$ 127	\$ 500	\$ 426	\$ 315	\$ 522	\$ 678	\$ 376	\$ 295	\$ 382	\$ 1,260	\$ 3,749	\$ 1,992	\$ 9,254	
	2026	\$ 455	\$ 661	\$ 338	\$ 279	\$ 234	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 1,968	\$ 1,968	
	Variance		(\$169)	\$534	(\$162)	(\$147)	(\$81)	(\$522)	(\$678)	(\$376)	(\$295)	(\$382)	(\$1,260)	(\$3,749)	(\$24)	(\$7,286)
			-27.1%	420.2%	-32.3%	-34.4%	-25.6%	-100.0%	-100.0%	-100.0%	-100.0%	-100.0%	-100.0%	-100.0%	-1.2%	-78.7%
	Cold Donor(G)	2023	-	-	-	-	-	-	-	-	-	-	\$ 2,307	\$ 1,748	\$ -	\$ 4,055
2024		\$ 5,738	\$ 1,818	\$ 1,292	\$ 397	\$ 175	\$ 70	\$ 105	\$ 35	\$ 1,292	\$ 1,669	\$ 16,207	\$ 5,672	\$ 9,420	\$ 34,470	
2025		\$ 2,972	\$ 1,309	\$ 485	\$ 397	\$ 280	\$ 60	\$ 155	\$ 115	\$ 80	\$ 1,118	\$ 960	\$ 36,590	\$ 5,443	\$ 44,521	
2026		\$ 20,119	\$ 9,474	\$ 1,831	\$ 919	\$ 280	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 32,623	
Variance			\$17,147	\$8,165	\$1,346	\$522	\$0	(\$60)	(\$155)	(\$115)	(\$80)	(\$1,118)	(\$960)	(\$36,590)	\$27,180	(\$11,898)
		577.0%	623.8%	277.4%	131.5%	0.0%	-100.0%	-100.0%	-100.0%	-100.0%	-100.0%	-100.0%	-100.0%	499.3%	-26.7%	

# ARCHAEOLOGY

## Cash Variance

Source	Fiscal YE	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	YTD	Total
Misc Unknown(GC)	2010	-	\$ 11,088	\$ 19,739	\$ 11,243	\$ 8,996	\$ 5,729	\$ 10,887	\$ 7,510	\$ 12,373	\$ 8,874	\$ 7,706	\$ 10,639	\$ 51,066	\$ 114,784
	2011	\$ 9,466	\$ 7,797	\$ 9,806	\$ 8,231	\$ 5,704	\$ 5,905	\$ 5,103	\$ 5,865	\$ 6,621	\$ 6,547	\$ 6,472	\$ 8,698	\$ 41,004	\$ 86,215
	2012	\$ 5,799	\$ 7,190	\$ 9,896	\$ 7,145	\$ 5,123	\$ 4,843	\$ 4,505	\$ 8,089	\$ 5,778	\$ 5,278	\$ 8,092	\$ 8,227	\$ 35,153	\$ 79,965
	2013	\$ 9,516	\$ 6,510	\$ 9,034	\$ 6,739	\$ 6,449	\$ 4,889	\$ 5,229	\$ 9,448	\$ 7,287	\$ 7,378	\$ 7,047	\$ 8,732	\$ 38,248	\$ 88,258
	2014	\$ 8,832	\$ 8,374	\$ 7,592	\$ 6,157	\$ 5,330	\$ 6,881	\$ 6,868	\$ 5,564	\$ 5,400	\$ 6,708	\$ 6,279	\$ 6,875	\$ 36,285	\$ 80,860
	2015	\$ 7,311	\$ 8,169	\$ 7,748	\$ 5,787	\$ 5,185	\$ 4,628	\$ 7,746	\$ 5,953	\$ 4,912	\$ 6,294	\$ 5,962	\$ 7,437	\$ 34,200	\$ 77,132
	2016	\$ 6,833	\$ 6,195	\$ 4,828	\$ 6,931	\$ 4,681	\$ 4,502	\$ 5,436	\$ 5,729	\$ 6,943	\$ 4,965	\$ 5,767	\$ 7,127	\$ 29,468	\$ 69,937
	2017	\$ 4,947	\$ 5,343	\$ 5,721	\$ 6,288	\$ 4,931	\$ 4,626	\$ 5,798	\$ 6,159	\$ 6,828	\$ 5,096	\$ 5,436	\$ 6,336	\$ 27,230	\$ 67,509
	2018	\$ 5,403	\$ 5,716	\$ 5,648	\$ 4,232	\$ 3,619	\$ 5,086	\$ 3,963	\$ 5,241	\$ 4,280	\$ 3,906	\$ 5,794	\$ 5,934	\$ 24,618	\$ 58,822
	2019	\$ 4,908	\$ 3,751	\$ 5,329	\$ 5,980	\$ 4,943	\$ 4,349	\$ 4,674	\$ 6,266	\$ 3,466	\$ 6,165	\$ 4,305	\$ 5,811	\$ 24,911	\$ 59,947
	2020	\$ 5,847	\$ 5,371	\$ 3,562	\$ 7,504	\$ 3,860	\$ 3,125	\$ 5,825	\$ 3,827	\$ 4,336	\$ 9,477	\$ 3,783	\$ 9,532	\$ 26,144	\$ 66,049
	2021	\$ 6,149	\$ 11,722	\$ 11,423	\$ 8,554	\$ 4,672	\$ 3,560	\$ 5,740	\$ 4,813	\$ 4,539	\$ 1,375	\$ 605	\$ 1,053	\$ 42,520	\$ 64,205
	2022	724	\$ 149	388	-	-	-	-	-	-	-	-	-	\$ 1,261	\$ 1,261
Internet(I)	2010	-	\$ 1,183	\$ 26,762	\$ 13,214	\$ 8,145	\$ 12,091	\$ 12,411	\$ 11,084	\$ 12,018	\$ 12,396	\$ 11,762	\$ 23,938	\$ 49,304	\$ 145,004
	2011	\$ 14,984	\$ 13,922	\$ 13,944	\$ 11,478	\$ 5,487	\$ 5,696	\$ 4,284	\$ 4,423	\$ 6,055	\$ 4,505	\$ 4,288	\$ 7,955	\$ 59,815	\$ 97,021
	2012	\$ 5,956	\$ 5,791	\$ 6,213	\$ 4,879	\$ 3,765	\$ 5,368	\$ 4,626	\$ 5,794	\$ 4,387	\$ 4,087	\$ 4,851	\$ 6,206	\$ 26,604	\$ 61,923
	2013	\$ 4,477	\$ 6,403	\$ 6,239	\$ 4,278	\$ 4,666	\$ 3,983	\$ 4,142	\$ 5,585	\$ 4,148	\$ 4,537	\$ 4,282	\$ 7,891	\$ 26,063	\$ 60,631
	2014	\$ 6,499	\$ 6,004	\$ 4,627	\$ 4,237	\$ 5,136	\$ 4,582	\$ 6,463	\$ 5,041	\$ 5,136	\$ 6,198	\$ 5,391	\$ 7,936	\$ 26,503	\$ 67,250
	2015	\$ 8,734	\$ 6,632	\$ 5,430	\$ 5,280	\$ 5,176	\$ 4,866	\$ 4,861	\$ 4,337	\$ 4,537	\$ 5,929	\$ 4,941	\$ 6,613	\$ 31,252	\$ 67,336
	2016	\$ 6,344	\$ 6,528	\$ 4,791	\$ 5,240	\$ 4,082	\$ 2,934	\$ 5,232	\$ 4,166	\$ 4,914	\$ 4,435	\$ 3,827	\$ 7,424	\$ 26,985	\$ 59,917
	2017	\$ 4,687	\$ 5,225	\$ 5,220	\$ 3,578	\$ 3,429	\$ 4,022	\$ 4,492	\$ 3,444	\$ 3,474	\$ 4,487	\$ 4,121	\$ 7,637	\$ 22,139	\$ 53,816
	2018	\$ 5,196	\$ 7,247	\$ 6,274	\$ 3,938	\$ 3,998	\$ 5,041	\$ 13,753	\$ 7,794	\$ 4,398	\$ 10,556	\$ 7,938	\$ 6,798	\$ 26,653	\$ 82,931
	2019	\$ 6,679	\$ 12,096	\$ 11,768	\$ 5,045	\$ 5,274	\$ 7,586	\$ 11,692	\$ 6,558	\$ 4,432	\$ 6,543	\$ 12,409	\$ 7,940	\$ 40,862	\$ 98,022
	2020	\$ 6,471	\$ 15,735	\$ 6,633	\$ 8,340	\$ 5,899	\$ 5,121	\$ 25,200	\$ 7,374	\$ 11,121	\$ 14,861	\$ 6,585	\$ 10,074	\$ 43,078	\$ 123,414
	2021	\$ 9,969	\$ 19,200	\$ 7,861	\$ 7,201	\$ 5,233	\$ 4,013	\$ 18,938	\$ 6,598	\$ 5,151	\$ 16,364	\$ 7,747	\$ 9,288	\$ 49,464	\$ 117,563
	2022	\$ 6,394	\$ 15,610	\$ 12,941	\$ 5,263	\$ 5,499	\$ 8,588	\$ 17,466	\$ 7,064	\$ 5,510	\$ 5,767	\$ 16,961	\$ 12,372	\$ 45,707	\$ 119,435
	2023	\$ 7,811	\$ 6,384	\$ 6,206	\$ 15,902	\$ 7,286	\$ 6,094	\$ 18,273	\$ 8,347	\$ 5,599	\$ 14,533	\$ 9,766	\$ 10,201	\$ 43,589	\$ 116,402
	2024	\$ 13,232	\$ 13,706	\$ 5,962	\$ 4,628	\$ 8,630	\$ 11,980	\$ 8,768	\$ 6,689	\$ 5,983	\$ 13,602	\$ 9,469	\$ 9,639	\$ 46,158	\$ 112,288
	2025	\$ 15,052	\$ 18,291	\$ 11,549	\$ 5,314	\$ 19,895	\$ 5,396	\$ 19,296	\$ 9,441	\$ 29,894	\$ 16,124	\$ 17,111	\$ 13,575	\$ 70,101	\$ 180,938
	2026	\$ 25,972	\$ 16,837	\$ 26,525	\$ 7,694	\$ 39,735	-	-	-	-	-	-	-	\$ 116,762	\$ 116,762
Variance		\$10,920	(\$1,454)	\$14,976	\$2,380	\$19,840	(\$5,396)	(\$19,296)	(\$9,441)	(\$29,894)	(\$16,124)	(\$17,111)	(\$13,575)	\$46,661	(\$64,176)
		72.5%	-7.9%	129.7%	44.8%	99.7%	-100.0%	-100.0%	-100.0%	-100.0%	-100.0%	-100.0%	-100.0%	66.6%	-35.5%
Social Media (S)	2026	\$ -	\$ -	\$ -	\$ -	\$ 1,239	\$ 3,386	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 4,625	\$ 4,625
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%
Agent(Z)	2022	\$ 12,474	\$ 10,239	\$ 9,093	\$ 1,815	\$ 8,167	\$ 11,079	\$ 7,667	\$ 11,364	\$ 6,573	\$ 15,938	\$ 19,221	\$ 16,551	\$ 41,788	\$ 130,181
	2023	\$ 13,347	\$ 10,831	\$ 10,467	\$ 11,577	\$ 7,144	\$ 9,085	\$ 6,322	\$ 11,816	\$ 9,112	\$ 13,675	\$ 11,772	\$ 24,889	\$ 53,366	\$ 140,037
	2024	\$ 16,142	\$ 13,301	\$ 10,753	\$ 9,072	\$ 9,374	\$ 8,963	\$ 6,944	\$ 9,596	\$ 9,868	\$ 14,713	\$ 13,477	\$ 22,001	\$ 58,642	\$ 144,204
	2025	\$ 15,269	\$ 7,448	\$ 11,280	\$ 10,453	\$ 13,310	\$ 8,878	\$ 11,448	\$ 10,610	\$ 12,912	\$ 22,199	\$ 19,716	\$ 21,153	\$ 57,760	\$ 164,676
	2026	\$ 16,392	\$ 9,929	\$ 12,817	\$ 12,085	\$ 11,939	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 63,162	\$ 63,162
Variance		\$1,123	\$2,481	\$1,537	\$1,632	(\$1,371)	(\$8,878)	(\$11,448)	(\$10,610)	(\$12,912)	(\$22,199)	(\$19,716)	(\$21,153)	\$5,402	(\$101,515)
		7.4%	33.3%	13.6%	15.6%	-10.3%	-100.0%	-100.0%	-100.0%	-100.0%	-100.0%	-100.0%	-100.0%	9.4%	-61.6%
Regular Renewals(R)	2010	-	\$ 70,286	\$ 167,901	\$ 112,719	\$ 104,252	\$ 229,953	\$ 179,861	\$ 196,591	\$ 192,295	\$ 140,156	\$ 101,740	\$ 198,473	\$ 455,158	\$ 1,694,227
	2011	\$ 117,697	\$ 159,972	\$ 123,546	\$ 139,355	\$ 61,980	\$ 121,525	\$ 70,534	\$ 101,824	\$ 87,748	\$ 81,513	\$ 52,871	\$ 117,099	\$ 602,550	\$ 1,235,664
	2012	\$ 72,536	\$ 91,170	\$ 89,975	\$ 69,467	\$ 57,944	\$ 105,545	\$ 65,649	\$ 125,024	\$ 79,216	\$ 89,318	\$ 80,248	\$ 169,654	\$ 381,092	\$ 1,095,746
	2013	\$ 139,001	\$ 141,078	\$ 152,520	\$ 165,753	\$ 151,540	\$ 160,117	\$ 117,187	\$ 189,703	\$ 100,134	\$ 116,684	\$ 92,062	\$ 129,630	\$ 749,892	\$ 1,655,409
	2014	\$ 189,269	\$ 151,902	\$ 110,187	\$ 195,728	\$ 132,708	\$ 185,914	\$ 140,275	\$ 180,605	\$ 127,933	\$ 161,508	\$ 96,481	\$ 188,062	\$ 779,794	\$ 1,860,572
	2015	\$ 170,702	\$ 159,960	\$ 107,194	\$ 156,876	\$ 217,412	\$ 192,956	\$ 164,440	\$ 167,364	\$ 118,175	\$ 159,616	\$ 96,611	\$ 148,167	\$ 812,144	\$ 1,859,473
	2016	\$ 136,462	\$ 176,750	\$ 111,603	\$ 197,982	\$ 114,223	\$ 152,121	\$ 152,297	\$ 193,609	\$ 153,425	\$ 136,960	\$ 121,118	\$ 198,227	\$ 737,020	\$ 1,844,777
	2017	\$ 142,059	\$ 178,346	\$ 124,811	\$ 199,815	\$ 123,567	\$ 190,345	\$ 127,715	\$ 184,725	\$ 153,390	\$ 144,719	\$ 120,302	\$ 189,670	\$ 768,598	\$ 1,879,464
	2018	\$ 104,286	\$ 198,262	\$ 133,863	\$ 199,437	\$ 131,775	\$ 189,730	\$ 106,261	\$ 206,848	\$ 118,218	\$ 143,839	\$ 137,544	\$ 168,717	\$ 767,623	\$ 1,838,780
	2019	\$ 137,545	\$ 181,157	\$ 147,810	\$ 199,908	\$ 160,062	\$ 161,682	\$ 125,098	\$ 230,585	\$ 132,381	\$ 168,838	\$ 100,943	\$ 153,176	\$ 826,482	\$ 1,899,185
	2020	\$ 155,380	\$ 179,777	\$ 113,420	\$ 225,214	\$ 144,782	\$ 181,565	\$ 148,380	\$ 83,264	\$ 184,799	\$ 254,978	\$ 119,569	\$ 128,751	\$ 818,573	\$ 1,919,879
	2021	\$ 208,014	\$ 168,031	\$ 184,678	\$ 126,157	\$ 215,394	\$ 251,236	\$ 182,655	\$ 177,989	\$ 119,336	\$ 174,861	\$ 61,116	\$ 58,449	\$ 902,274	\$ 1,927,196
	2022	\$ 15,437	\$ 175,833	\$ 150,956	\$ 66,010	\$ 64,697	\$ 199,638	\$ 144,583	\$ 185,777	\$ 114,242	\$ 157,803	\$ 95,619	\$ 91,442	\$ 472,933	\$ 1,462,037
	2023	\$ 125,221	\$ 78,815	\$ 260,731	\$ 195,902	\$ 139,674	\$ 178,655	\$ 121,456	\$ 175,802	\$ 115,986	\$ 115,557	\$ 84,177	\$ 103,304	\$ 800,343	\$ 1,695,280
	2024	\$ 46,235	\$ 45,187	\$ 107,215	\$ 153,488	\$ 104,276	\$ 150,271	\$ 131,974	\$ 127,128	\$ 147,613	\$ 128,737	\$ 89,003	\$ 104,574	\$ 456,401	\$ 1,335,701
	2025	\$ 76,795	\$ 78,988	\$ 136,545	\$ 164,243	\$ 88,549	\$ 125,907	\$ 97,999	\$ 58,018	\$ 94,482	\$ 86,938	\$ 152,082	\$ 545,030	\$ 1,205,058	\$ 2,050,558
	2026	\$ 104,751	\$ 157,332	\$ 100,805	\$ 108,764	\$ 55,563	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 527,214	\$ 527,214
Variance		\$27,956	\$78,344	(\$35,740)	(\$55,479)	(\$32,896)	(\$125,907)	(\$97,999)	(\$58,018)	(\$44,602)	(\$94,482)	(\$86,938)	(\$152,082)	(\$17,816)	(\$677,844)
		36.4%	99.2%	-26.2%	-33.8%	-37.2%	-100.0%	-100.0%	-100.0%	-100.0%	-100.0%	-100.0%	-100.0%	-3.3%	-56.2%

# ARCHAEOLOGY

## Cash Variance

Source	Fiscal YE	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	YTD	Total
<b>Subtotals</b>															
Total Direct To Publisher	2010	-	\$ 107,917	\$ 124,871	\$ 47,531	\$ 40,592	\$ 37,299	\$ 48,431	\$ 37,123	\$ 52,486	\$ 53,496	\$ 104,875	\$ 153,532	\$ 320,911	\$ 808,153
Total Direct To Publisher	2011	\$ 78,431	\$ 52,415	\$ 51,532	\$ 54,733	\$ 31,904	\$ 42,753	\$ 32,199	\$ 34,865	\$ 38,315	\$ 65,205	\$ 107,158	\$ 135,315	\$ 269,015	\$ 724,825
Total Direct To Publisher	2012	\$ 64,885	\$ 55,356	\$ 54,112	\$ 40,381	\$ 32,040	\$ 39,666	\$ 32,249	\$ 54,845	\$ 61,569	\$ 78,012	\$ 97,532	\$ 97,325	\$ 246,774	\$ 707,972
Total Direct To Publisher	2013	\$ 54,272	\$ 120,137	\$ 89,095	\$ 36,776	\$ 35,538	\$ 27,525	\$ 136,444	\$ 62,991	\$ 58,206	\$ 138,835	\$ 169,967	\$ 129,579	\$ 335,818	\$ 1,059,365
Total Direct To Publisher	2014	\$ 71,099	\$ 181,692	\$ 59,139	\$ 37,923	\$ 32,761	\$ 32,356	\$ 164,649	\$ 55,890	\$ 41,747	\$ 165,459	\$ 172,659	\$ 118,097	\$ 382,614	\$ 1,133,471
Total Direct To Publisher	2015	\$ 76,404	\$ 178,256	\$ 60,182	\$ 39,859	\$ 33,832	\$ 43,002	\$ 175,173	\$ 39,119	\$ 38,303	\$ 224,247	\$ 117,423	\$ 118,090	\$ 388,533	\$ 1,143,890
Total Direct To Publisher	2016	\$ 71,465	\$ 64,942	\$ 155,357	\$ 52,021	\$ 29,578	\$ 25,364	\$ 137,020	\$ 72,556	\$ 67,113	\$ 147,355	\$ 142,867	\$ 140,712	\$ 373,363	\$ 1,106,350
Total Direct To Publisher	2017	\$ 51,789	\$ 95,466	\$ 136,723	\$ 39,640	\$ 26,563	\$ 29,010	\$ 189,424	\$ 44,426	\$ 37,524	\$ 190,629	\$ 144,394	\$ 128,502	\$ 350,181	\$ 1,114,090
Total Direct To Publisher	2018	\$ 64,135	\$ 200,035	\$ 62,283	\$ 34,104	\$ 26,730	\$ 31,790	\$ 161,373	\$ 76,363	\$ 41,275	\$ 166,117	\$ 161,653	\$ 109,471	\$ 387,287	\$ 1,135,329
Total Direct To Publisher	2019	\$ 55,851	\$ 95,041	\$ 151,218	\$ 42,790	\$ 38,098	\$ 30,538	\$ 172,897	\$ 56,245	\$ 55,327	\$ 76,959	\$ 215,648	\$ 130,215	\$ 382,998	\$ 1,120,827
Total Direct To Publisher	2020	\$ 72,122	\$ 175,386	\$ 79,463	\$ 59,965	\$ 32,489	\$ 26,750	\$ 277,582	\$ 51,644	\$ 48,083	\$ 275,334	\$ 114,538	\$ 145,228	\$ 419,425	\$ 1,358,584
Total Direct To Publisher	2021	\$ 66,765	\$ 241,678	\$ 84,719	\$ 56,236	\$ 32,511	\$ 23,061	\$ 193,859	\$ 59,213	\$ 37,487	\$ 176,064	\$ 62,059	\$ 165,892	\$ 481,909	\$ 1,199,544
Total Direct To Publisher	2022	\$ 81,896	\$ 39,011	\$ 175,971	\$ 180,666	\$ 85,867	\$ 30,029	\$ 169,203	\$ 37,712	\$ 17,761	\$ 17,941	\$ 115,017	\$ 99,593	\$ 563,411	\$ 1,050,667
Total Direct To Publisher	2023	\$ 78,244	\$ 35,025	\$ 31,887	\$ 110,102	\$ 64,628	\$ 18,899	\$ 118,722	\$ 55,070	\$ 20,230	\$ 57,019	\$ 94,285	\$ 37,993	\$ 319,886	\$ 722,104
Total Direct To Publisher	2024	\$ 30,447	\$ 58,030	\$ 29,303	\$ 21,820	\$ 18,904	\$ 41,810	\$ 103,227	\$ 23,837	\$ 21,024	\$ 84,373	\$ 73,706	\$ 45,183	\$ 158,504	\$ 551,664
Total Direct To Publisher	2025	\$ 37,977	\$ 116,126	\$ 40,502	\$ 18,945	\$ 30,062	\$ 10,694	\$ 43,613	\$ 94,038	\$ 45,028	\$ 41,489	\$ 105,837	\$ 84,823	\$ 243,612	\$ 669,134
Total Direct To Publisher	2026	\$ 63,068	\$ 113,475	\$ 67,360	\$ 20,794	\$ 51,688	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 316,386	\$ 316,386
Variance		\$25,091	(\$2,651)	\$26,858	\$1,849	\$21,626	(\$10,694)	(\$43,613)	(\$94,038)	(\$45,028)	(\$41,489)	(\$105,837)	(\$84,823)	\$72,774	(\$352,748)
		66.1%	-2.3%	66.3%	9.8%	71.9%	-100.0%	-100.0%	-100.0%	-100.0%	-100.0%	-100.0%	-100.0%	29.9%	-52.7%
<b>Total Agents</b>															
Total Agents	2021	-	-	-	-	-	-	-	-	-	\$ 12,642	\$ 20,171	\$ 20,138	\$ -	\$ 52,951
Total Agents	2022	\$ 12,474	\$ 10,239	\$ 9,093	\$ 1,815	\$ 8,167	\$ 11,079	\$ 7,667	\$ 11,364	\$ 6,573	\$ 15,938	\$ 19,221	\$ 16,551	\$ 41,788	\$ 130,181
Total Agents	2023	\$ 13,347	\$ 10,831	\$ 10,467	\$ 11,577	\$ 7,144	\$ 9,085	\$ 6,322	\$ 11,816	\$ 9,112	\$ 13,675	\$ 11,772	\$ 24,889	\$ 53,366	\$ 140,307
Total Agents	2024	\$ 16,142	\$ 13,301	\$ 10,753	\$ 9,072	\$ 9,374	\$ 8,963	\$ 6,944	\$ 9,596	\$ 9,868	\$ 14,713	\$ 13,477	\$ 22,001	\$ 58,642	\$ 144,204
Total Agents	2025	\$ 15,269	\$ 7,448	\$ 11,280	\$ 10,453	\$ 13,310	\$ 8,878	\$ 11,448	\$ 10,610	\$ 12,912	\$ 22,199	\$ 19,716	\$ 21,153	\$ 57,760	\$ 164,676
Total Agents	2026	\$ 16,392	\$ 9,929	\$ 12,817	\$ 12,085	\$ 11,939	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 63,162	\$ 63,162
Variance		\$11,223	\$2,481	\$1,537	\$1,632	(\$1,371)	(\$8,878)	(\$11,448)	(\$10,610)	(\$12,912)	(\$22,199)	(\$19,716)	(\$21,153)	\$5,402	(\$101,515)
		7.4%	33.3%	13.6%	15.6%	-10.3%	-100.0%	-100.0%	-100.0%	-100.0%	-100.0%	-100.0%	-100.0%	9.4%	-61.6%
<b>Total Renewals</b>															
Total Renewals	2010	-	\$ 70,286	\$ 167,901	\$ 112,719	\$ 104,252	\$ 229,953	\$ 179,861	\$ 196,591	\$ 192,295	\$ 140,156	\$ 101,740	\$ 198,473	\$ 455,158	\$ 1,694,227
Total Renewals	2011	\$ 117,697	\$ 159,972	\$ 123,546	\$ 139,355	\$ 61,980	\$ 121,525	\$ 70,534	\$ 101,824	\$ 87,748	\$ 81,513	\$ 52,871	\$ 117,099	\$ 602,550	\$ 1,235,664
Total Renewals	2012	\$ 72,536	\$ 91,170	\$ 89,975	\$ 69,467	\$ 57,944	\$ 105,545	\$ 65,649	\$ 125,024	\$ 79,216	\$ 89,318	\$ 80,248	\$ 169,654	\$ 381,092	\$ 1,095,746
Total Renewals	2013	\$ 139,001	\$ 141,078	\$ 152,520	\$ 165,753	\$ 151,540	\$ 160,117	\$ 117,187	\$ 189,703	\$ 100,134	\$ 116,684	\$ 92,062	\$ 129,630	\$ 749,892	\$ 1,655,409
Total Renewals	2014	\$ 189,269	\$ 151,902	\$ 110,187	\$ 195,728	\$ 132,708	\$ 185,914	\$ 140,275	\$ 180,605	\$ 127,933	\$ 161,508	\$ 96,481	\$ 188,062	\$ 779,794	\$ 1,860,572
Total Renewals	2015	\$ 170,702	\$ 159,960	\$ 107,194	\$ 156,756	\$ 217,412	\$ 192,956	\$ 164,440	\$ 167,364	\$ 118,175	\$ 159,616	\$ 96,611	\$ 148,167	\$ 812,144	\$ 1,859,473
Total Renewals	2016	\$ 136,462	\$ 176,570	\$ 114,603	\$ 197,982	\$ 114,223	\$ 152,121	\$ 152,297	\$ 193,609	\$ 153,252	\$ 136,960	\$ 121,118	\$ 198,227	\$ 737,020	\$ 1,844,777
Total Renewals	2017	\$ 142,059	\$ 178,346	\$ 124,811	\$ 199,815	\$ 123,567	\$ 190,345	\$ 127,715	\$ 184,725	\$ 153,390	\$ 144,719	\$ 120,302	\$ 189,670	\$ 768,598	\$ 1,879,464
Total Renewals	2018	\$ 104,286	\$ 198,262	\$ 133,863	\$ 199,437	\$ 131,775	\$ 189,730	\$ 106,261	\$ 206,848	\$ 118,218	\$ 143,839	\$ 137,544	\$ 168,717	\$ 767,623	\$ 1,838,780
Total Renewals	2019	\$ 137,545	\$ 181,157	\$ 147,810	\$ 199,908	\$ 160,062	\$ 161,682	\$ 125,098	\$ 230,585	\$ 132,381	\$ 168,838	\$ 100,943	\$ 153,176	\$ 826,482	\$ 1,899,185
Total Renewals	2020	\$ 155,380	\$ 179,777	\$ 113,420	\$ 225,214	\$ 144,782	\$ 181,565	\$ 148,380	\$ 83,264	\$ 184,799	\$ 254,978	\$ 119,569	\$ 128,751	\$ 818,573	\$ 1,919,879
Total Renewals	2021	\$ 208,014	\$ 168,031	\$ 184,678	\$ 126,157	\$ 215,394	\$ 251,236	\$ 182,655	\$ 177,989	\$ 119,336	\$ 174,861	\$ 61,116	\$ 58,449	\$ 902,274	\$ 1,927,916
Total Renewals	2022	\$ 15,437	\$ 175,833	\$ 150,956	\$ 66,010	\$ 64,697	\$ 199,638	\$ 144,583	\$ 185,777	\$ 114,242	\$ 157,803	\$ 95,619	\$ 91,442	\$ 472,933	\$ 1,462,037
Total Renewals	2023	\$ 125,221	\$ 78,815	\$ 260,731	\$ 195,902	\$ 139,674	\$ 178,655	\$ 121,456	\$ 175,802	\$ 115,986	\$ 115,557	\$ 84,177	\$ 103,304	\$ 800,343	\$ 1,695,280
Total Renewals	2024	\$ 46,235	\$ 45,187	\$ 107,215	\$ 153,488	\$ 104,276	\$ 150,978	\$ 131,974	\$ 127,128	\$ 147,613	\$ 128,737	\$ 89,003	\$ 104,574	\$ 456,401	\$ 1,335,701
Total Renewals	2025	\$ 76,795	\$ 78,988	\$ 136,545	\$ 164,243	\$ 88,459	\$ 125,907	\$ 97,999	\$ 58,018	\$ 44,602	\$ 94,482	\$ 86,938	\$ 152,082	\$ 545,030	\$ 1,205,058
Total Renewals	2026	\$ 104,751	\$ 157,332	\$ 100,805	\$ 108,764	\$ 55,563	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 527,214	\$ 527,214
Variance		\$27,956	\$78,344	(\$35,740)	(\$55,479)	(\$32,896)	(\$125,907)	(\$97,999)	(\$58,018)	(\$44,602)	(\$94,482)	(\$86,938)	(\$152,082)	(\$17,816)	(\$677,844)
		36.4%	99.2%	-26.2%	-33.8%	-37.2%	-100.0%	-100.0%	-100.0%	-100.0%	-100.0%	-100.0%	-100.0%	-3.3%	-56.2%
<b>Grand Total</b>															
Grand Total	2010	-	\$ 178,202	\$ 292,772	\$ 160,250	\$ 144,844	\$ 267,252	\$ 228,291	\$ 233,714	\$ 244,781	\$ 193,652	\$ 206,615	\$ 352,005	\$ 776,068	\$ 2,502,378
Grand Total	2011	\$ 196,127	\$ 212,386	\$ 175,077	\$ 194,087	\$ 93,884	\$ 164,278	\$ 102,733	\$ 136,689	\$ 126,063	\$ 146,719	\$ 160,029	\$ 252,414	\$ 871,561	\$ 1,960,486
Grand Total	2012	\$ 137,421	\$ 146,526	\$ 144,087	\$ 109,848	\$ 89,984	\$ 145,211	\$ 97,898	\$ 179,869	\$ 140,785	\$ 167,330	\$ 177,780	\$ 266,979	\$ 627,866	\$ 1,803,718
Grand Total	2013	\$ 193,273	\$ 261,215	\$ 241,616	\$ 202,529	\$ 187,078	\$ 187,642	\$ 253,632	\$ 252,693	\$ 158,341	\$ 255,518	\$ 262,029	\$ 259,209	\$ 1,085,711	\$ 2,714,775
Grand Total	2014	\$ 260,369	\$ 333,594	\$ 169,326	\$ 233,651	\$ 165,469	\$ 218,270	\$ 304,924	\$ 236,494	\$ 169,680	\$ 326,967	\$ 269,140	\$ 306,159	\$ 1,162,409	\$ 2,994,043
Grand Total	2015	\$ 247,106	\$ 338,216	\$ 167,376	\$ 196,736	\$ 251,245	\$ 235,958	\$ 339,614	\$ 206,483	\$ 156,478	\$ 383,863	\$ 214,034	\$ 266,257	\$ 1,200,679	\$ 3,003,366
Grand Total	2016	\$ 207,927	\$ 241,692	\$ 266,960	\$ 250,003	\$ 143,801	\$ 177,485	\$ 289,317	\$ 266,165	\$ 220,539	\$ 284,316	\$ 263,984	\$ 338,938	\$ 1,110,383	\$ 2,951,127
Grand Total	2017	\$ 193,847	\$ 273,812	\$ 261,533	\$ 239,454	\$ 150,130	\$ 219,356	\$ 317,139	\$ 229,151	\$ 190,914	\$ 335,349	\$ 264,696	\$ 318,173	\$ 1,118,776	\$ 2,993,554
Grand Total	2018	\$ 168,421	\$ 398,297	\$ 196,145	\$ 233,541	\$ 158,504	\$ 221,520	\$ 267,634	\$ 283,210	\$ 159,493	\$ 309,956	\$ 299,197	\$ 278,188	\$ 1,154,908	\$ 2,974,106
Grand Total	2019	\$ 193,396	\$ 276,198	\$ 299,027	\$ 242,697	\$ 198,160	\$ 192,220	\$ 297,995	\$ 286,829	\$ 187,708	\$ 245,796	\$ 136,591	\$ 283,392	\$ 1,209,478	\$ 3,020,009
Grand Total	2020	\$ 227,502	\$ 355,163	\$ 192,882	\$ 285,179	\$ 177,271	\$ 208,315	\$ 425,962	\$ 134,908	\$ 232,882	\$ 530,312	\$ 234,106	\$ 273,979	\$ 1,237,997	\$ 3,278,461
Grand Total	2021	\$ 274,779	\$ 409,709	\$ 269,397	\$ 182,393	\$ 247,905	\$ 274,296								