



The MISSION of the Yankton Department of Parks and Recreation is to enhance the quality-of-life (social, cultural, educational, and physical well-being) for the citizens of Yankton and the surrounding area through responsible, innovative, and cost-effective creation, maintenance, and management of high quality parks, facilities, programs, and community special events.

AGENDA
FOX RUN GOLF ADVISORY BOARD
Thursday, July 19, 2018
Fox Run Golf Course Clubhouse – 12:00 P.M.

I. ROUTINE BUSINESS

- A. Roll Call. Jim Miner, John Thayer, Annette Kohoutek will be absent.
- B. Consideration of June 21, 2018 Minutes. (attachment)
- C. Public Appearances. Public appearances is a time for persons to address the Board on items not listed on the agenda.

II. NEW BUSINESS

- A. City Finance Profit-Loss report through June 30. (attachment) Amy N.
- B. Fox Run Interim Management Plan for 2018 and 2019 Plans update. Amy N.
- C. Course conditions and projects. Rockie W.

III. OTHER BUSINESS

- A. Next Meeting Thursday, August 16, 2018.

IV. ADJOURN

The City of Yankton Fox Run Clubhouse is accessible to everyone. If you have any additional accommodation requirements, please call 668-5221.

Should you have any reason to believe an open meetings law has been violated please contact the Open Meetings Commission at the South Dakota Office of the Attorney General at: 1302 E. Hwy 14, Suite 1, Pierre, SD 57501-8501 or by phone at 605-773-3215.



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MINUTES
FOX RUN GOLF ADVISORY BOARD
Thursday, June 21, 2018

Fox Run Golf Course Clubhouse – 12:00 P.M.

I. ROUTINE BUSINESS

Roll Call:

Present: Dan Kramer, Carll Kretsinger, Jim Miner, Terry Carda, Steve Sager, Annette Kohoutek.

Absent: Commissioner Bridget Bensen.

Also present were Golf Operations Manager Tom Jeffers, Course Superintendent Rockie Wampol, Golf Course Assistance Grounds Maintenance Jason Metz, City Manager Amy Nelson, Commissioner Jake Hoffner, Commissioner Chris Ferdig, Director of Parks and Recreation Todd Larson, and Department Secretary Chasity McHenry.

Public Appearances: Doug Brooks, Karol Kittelson, Neal Anderson, Dan Kortan, Monty Goeden, Bob Sundleaf, Todd Rodig, and John Thayer.

Minutes: May 17, 2018 minutes approved. Kretsinger motioned, Carda second. Motion carried 6-0.

II. NEW BUSINESS

- A. Monthly round report and season pass report from Tom and course software. May 2018 compared to May 2017 was up \$7,000 in revenue. Golf Shop was up \$3,800. Food and beverage was up \$3,500. In 2018, weather kept golf from starting until April 25. June rain has hurt the revenues for the month. The board is concerned that the City Commission doesn't realize that weather hurts revenues at the course. (attachments)
- B. City Finance Profit-Loss report through May 31. Revenues year-to-date are only down \$3,000 from when compared to 2017. The expenses are up year-to-date by \$30,000. \$25,000 of the expense is in the pro-shop. \$10,000 of the expense is on course operations. Expenses for food and beverage are down by \$5,000 compared to 2017. There have been capital improvement expenditures in the clubhouse to help improve aesthetics. (attachments)
- C. League updates. Leagues are going well. Kellen Moser is now running the leagues and will do so once Tom leaves in July. 2nd half of leagues will be starting.
- D. 2018 events and other updates. Pro-Am June 29, 30 and July 1. Full field of Pro's at 72. 60 pros is considered full. More pros doesn't help revenue except for the food and beverage spending. Most pros don't have families or don't travel with families. There are special meal deals each day. The Calcutta will take place at Fox Run

instead of the Elks in 2018 so that will help with food and beverage revenues. Wings have been a big sell in 2018 and they have actually sold out at times. For the pro-am, wings and sauce will be monitored so nothing runs out. The pro-am is down amateur teams from last year. Planning on 30 to 35 teams for 2018. The pro-am in Vermillion was down to 20 amateur teams competing in 2018 so this is a concern for Fox Run in the future.

- E. Fox Run Interim Management Plan for 2018 and 2019 plans. Bridget Bensen is the new commissioner on the Golf Advisory Board. Tom Jeffers is moving to Grand Island, his last day is July 2nd. City is looking at options for how to operate the facility in Tom's leaving. One option is Great Life providing Interim Management for the remainder of the 2018 season, starting in August probably. Another option being discussed is a lease option with Great Life for 2019 and beyond. The discussions with Great Life have not begun yet and the City would like input to know what items are of importance to the course patrons and those living in adjoining property. Some non-negotiable items are that the City will maintain ownership and it will remain an 18-hole course. There will be nothing done that will lessen the property values of those properties around the course. Great Life must maintain quality of the course and clubhouse. The part-time staff in 2018 has been very good and will be relied on to help in the transition from 2018 to 2019. Recruiting a quality golf pro and/or an assistant golf pro, if adding full-time staff, is not always a sure bet. Full-time employees at Fox Run will continue to work at the course until something is finalized with Great Life. If Great Life would not negotiate with current full-time employees, they would be transferred to the Parks Department and continue to be full-time employees with the City of Yankton. No one will lose their employment, current wages, or benefits. The City of Yankton believes Great Life can provide more value to pass-holders than just golf. If a lease is negotiated with Great Life, it will mean some loss of control in regards to course operations but in negotiating the lease there will be an effort to minimize the loss of control. Great Life will probably not operate everything in the same manner as the City and the City understands that Great Life will operate the course as a for-profit business.

Discussion from those in attendance:

- There are 72 pros in the pro-am. Can't the City put up help wanted signs and recruit from the pros playing in the pro-am?
- Problem with recruiting pros from the pro-am is they are "playing" pros and may not be as business savvy as the City would want
- If City keeps operating the course, it will probably need to add full-time staff.
- Why doesn't City advertise for a Pro while negotiating with Great Life? It is hard to advertise for a position or two positions when there is not really a job available because of the lease negotiations.
- Use the PGA to help recruit a quality pro. The PGA was used to recruit the last two golf pros at Fox Run.
- Tom admits there couldn't be a worse time of the year to leave the course and he apologizes for the timing.
- Because of Tom's efforts, the course has been put in a better position for moving forward not matter what direction the City takes.
- In 2018, a SDGA amateur tournament participant at Fox Run spoke to Tom about how impressed he was with the course and operations since it is City owned. Usually City owned courses are not this nice or have as strong of operations as Fox Run.



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- Carll Kretsinger would like to be involved with the Great Life negotiations if a committee is formed.
- Important to keep leagues in place.
- Important to keep tournaments in place (Pro-Am, season-pass holder, city classic)
- The course needs to be viewed as a quality-of-life amenity and it is also a wellness amenity for the community.
- All patrons and citizens should keep fighting for the course, its future, but keep things positive.
- Depending on lease terms, need to be careful on course improvements. Will lease company put money into the course or just maintain it at a minimum level to maximize profits.
- Please keep open communication with GAB so everyone knows what is happening.
- The number of Great Life rounds on the course the past two years has been? Since the inception of the affiliation with Great Life: 453 18-Hole Rounds and 198 9-hole rounds. = \$5,520 dollars in green fees
- Not been impressed with Great life players and how they treat the course.
- Will Great Life really increase golfers using the course because current season pass holders will become GL members and continue to play the course. The number of other Great Life players will continue to be what the past two years has been since the course became an affiliate. There will probably not be a large increase in Great Life players from other areas outside of Yankton coming here to play on a regular basis.
- Can there be tiered memberships so Great Life members can be just members at Fox Run Golf Course? Not a part of the entire Great Life and Fitness package?
- Rates at Fox Run need to be competitive with other public courses.
- Even is the City maintains operations, the rates will need to continue to be raised to help cover expenses that continue to rise each year, including maintenance costs.
- What happens to the use of private carts? What happens to season pass holders and their private carts? Other Great Life courses may have grandfathered in private carts for those currently involved with the course, but no new private carts are allowed once Great life takes over.
- As for the negotiating with Great Life, all options will be on the table, the City views the course as an asset to the City, please give the City time to see how negotiations play out over the next few months.
- A meeting with part-time staff will be set-up to help assure them of support from the full-time staff and City management.
- Need strong support for employees on the clubhouse operations side.

- Great Life needs to keep junior golf and the teaching of young children as strong programming at Fox Run.
- Capital improvements made by the lease company would stay at the course and become property of the City of Yankton.
- If Great Life is brought to Yankton, there is a concern that more people from Yankton, who get a Great Life membership, will go to Sioux Falls to take advantage of the Great Life offers through their new memberships.
- The City of Yankton will work to have maintenance standards written into the lease. How can the City know where Great Life will cut back to save money if things are not as good on the revenue side as they projected for the golf business? Claw backs in the lease if maintenance is not meeting expectations and standards.
- If the City of Yankton continues to operate the course, need to be careful that rates do not get so high as to be competitive with Hillcrest and then season pass holders will leave Fox Run to become members at Hillcrest.

F. Course conditions and projects. The creek is flooded causing water in fairway for hole 3. Working on course for pro-am, may have to make it a 17-hole course until the course is dried out prior to the pro-am. The board gave Rockie and Jason a large amount of applause for the job they have been doing. The board also gave Tom a large ovation for the job he has done in the time he's been here. Everyone wished Tom well in his move.

III. OTHER BUSINESS

A. Next Meeting Thursday, July 19, 2018.

IV. ADJOURN

Kramer motioned, Carda second. Motion carried 6-0.

07/11/18

Fox Run Golf Course
Statement of Revenues & Expenses

	01Jun2018 30Jun2018	01Jun2017 30Jun2017	01Jan2018 30Jun2018	01Jan2017 30Jun2017	Legal Budget
Direct Revenues:					
Concessions	25,683.25	29,074.87	67,308.24	66,022.55	161,700.00
Pro Shop	10,460.63	14,907.33	39,181.29	32,652.64	91,200.00
Course	36,854.03	51,581.42	288,524.97	321,920.63	466,900.00
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Total Direct Revenues	72,997.91	95,563.62	395,014.50	420,595.82	719,800.00
Direct Expenses:					
Concessions	16,577.71	11,917.21	23,015.60	23,275.91	62,700.00
Pro Shop	8,082.79	19,548.32	51,290.45	38,172.68	45,000.00
Course			37,921.21	28,564.81	38,500.00
	-----	-----	-----	-----	-----
Total Direct Expenses	24,660.50	31,465.53	112,227.26	90,013.40	146,200.00
Add Beginning Inventory					
Less Ending Inventory					
Net Direct Income (Loss)					
Indirect Revenues -	124.07	(.29)	775.44	(2.91)	1,000.00
Indirect Expenses:					
Personal Services	58,442.46	55,465.81	171,588.90	186,616.11	405,872.00
Insurance			6,694.95	6,259.93	6,710.00
Professional Services	2,407.26	2,026.26	19,912.22	13,023.48	22,900.00
Advertising	786.28	2.66	4,959.04	3,682.68	4,500.00
Repair & Maintenance	8,390.43	3,278.45	34,059.10	24,575.27	52,500.00
Supplies & Materials	8,860.87	8,523.25	22,356.46	21,890.81	59,600.00
Travel, Conference & Dues	762.78	653.81	2,249.45	1,370.56	3,250.00
Utilities	2,258.70	2,806.95	11,512.80	11,369.09	37,600.00
Billing and Administration					
Depreciation	5,893.62	4,218.78	30,337.20	25,312.68	55,745.00
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Total Indirect Expenses	87,802.40	76,975.97	303,670.12	294,100.61	648,677.00
Net Operating Income	(39,340.92)	(12,878.17)	(20,107.44)	36,478.90	(74,077.00)
	=====	=====	=====	=====	=====
Capital Outlay	22,650.00		48,342.00	90,747.98	82,000.00
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Fox Run Golf Course
Statement of Revenues

	01Jun2018 30Jun2018	01Jun2017 30Jun2017	01Jan2018 30Jun2018	01Jan2017 30Jun2017	Legal Budget
Concessions					
CASH Long	211.84	438.59	620.15	772.89	1,000.00
PREPARED FOOD	5,916.15	5,867.71	18,852.63	16,744.71	40,000.00
PRE-PACKAGED FOOD	899.95	1,368.10	2,291.61	2,852.03	10,700.00
BEER	15,671.11	17,867.98	37,696.15	38,029.20	85,000.00
BOTTLED POP	2,984.20	3,532.49	7,847.70	7,623.72	25,000.00
MISCELLANEOUS CONCESSIONS					
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Total Concessions	25,683.25	29,074.87	67,308.24	66,022.55	161,700.00
Pro Shop					
GOLF BALLS	3,298.28	2,486.03	9,357.76	6,557.52	19,000.00
GLOVES	1,015.58	820.10	2,191.52	1,869.16	6,000.00
GOLF CAPS/VISORS	694.28	971.60	1,439.77	1,711.42	7,000.00
MERCHANDISE	2,370.77	3,869.34	6,055.91	6,427.45	16,000.00
MERCHANDISE NON-TAX					200.00
GOLF EQUIPMENT	2,160.67	5,360.12	16,972.19	11,053.96	30,000.00
MISCELLANEOUS MERCHANDISE	42.96		42.96		
CLUB REPAIRS	680.72	653.62	2,285.29	3,793.60	11,000.00
LESSONS	197.37	746.52	835.89	1,239.53	2,000.00
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Total Pro Shop	10,460.63	14,907.33	39,181.29	32,652.64	91,200.00
Course					
SIMULATOR			5,795.59	4,698.29	7,000.00
SIMULATOR NON-TAXABLE					600.00
SEASON PASS	1,707.89	6,040.74	141,628.23	166,289.98	169,000.00
SEASON PASS NON-TAX					3,500.00
GREEN FEES-WEEKENDS/HOLIDAYS	9,058.57	13,066.54	21,887.51	25,396.29	52,000.00
GRREN FEES NON-TAX	209.38	112.20	2,635.38	1,982.48	6,500.00
GREEN FEES - WEEKDAYS	8,426.96	11,856.98	17,006.09	20,279.46	70,000.00
GOLF CAR RENTAL	13,400.39	16,029.67	44,184.07	40,119.18	73,000.00
GOLF CAR STORAGE (NON-TAX)	1,084.51	490.62	16,156.33	20,413.49	21,600.00
TRAIL FEES	520.94	653.06	21,400.26	23,422.02	29,000.00
PULL CART RENTAL	74.80	86.02	172.04	235.62	500.00
GOLF CLUB RENTAL					800.00
DRIVING RANGE	2,206.30	2,868.26	9,939.67	10,438.21	18,500.00
DRIVING RANGE NON-TAX		1.81	224.00	23.53	800.00
HANDICAPING	164.29	375.52	7,120.80	8,168.08	8,500.00
LEAGUES					
JUNIOR GOLF PROGRAM					4,000.00
GOLF CART WRAPS			375.00	450.00	1,000.00
LEAGUE SOFTWARE ADS				4.00	
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Total Course	36,854.03	51,581.42	288,524.97	321,920.63	466,900.00
Total Direct Revenues	72,997.91	95,563.62	395,014.50	420,595.82	719,800.00
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07/11/18

Fox Run Golf Course
Statement of Expenditures

1

	01Jun2018 30Jun2018	01Jun2017 30Jun2017	01Jan2018 30Jun2018	01Jan2017 30Jun2017	Legal Budget
Concessions					
CASH SHORT	326.00	147.95	931.36	409.52	1,200.00
PREPARED FOODS	6,469.61	4,348.46	10,017.05	9,868.69	22,000.00
CANDY	436.20	273.65	801.85	934.40	3,500.00
BEER	7,746.45	6,288.25	9,017.35	9,533.55	27,000.00
POP	1,599.45	858.90	2,247.99	2,529.75	9,000.00
	-----	-----	-----	-----	-----
Total Concessions	16,577.71	11,917.21	23,015.60	23,275.91	62,700.00
Pro Shop					
GOLF BALLS	2,709.07	1,887.00	10,064.37	2,963.49	10,000.00
GLOVES			3,320.80	2,778.45	3,000.00
GOLF CAPS/VISORS	344.37		1,897.62		1,000.00
MERCHANDISE	1,153.42	10,626.62	4,791.29	10,696.66	10,000.00
GOLF EQUIPMENT	3,875.93	7,021.46	31,110.22	20,710.46	15,000.00
TRADE IN GOLF EQUIPMENT					
CLUB REPAIRS		13.24	106.15	1,023.62	6,000.00
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Total Pro Shop	8,082.79	19,548.32	51,290.45	38,172.68	45,000.00
Course					
GOLF CAR RENTAL			33,165.64	24,455.81	25,500.00
REIMBURSEMENT-GOLF SHED RENTAL					
PULL CART RENTAL					
DRIVING RANGE			4,704.00	4,109.00	4,200.00
HANDICAPING					7,800.00
JUNIOR GOLF PROGRAM					1,000.00
GOLF CART WRAPS					
LEAGUE SOFTWARE ADS					
	-----	-----	-----	-----	-----
Total Course			37,921.21	28,564.81	38,500.00
Total Direct Expenditures	24,660.50	31,465.53	112,227.26	90,013.40	146,200.00
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Fox Run Golf Course
Statement of Revenues

	01Jan2018 31Mar2018	01Jan2017 31Mar2017	01Apr2018 30Apr2018	01Apr2017 30Apr2017	01May2018 31May2018	01May2017 31May2017	01Jun2018 30Jun2018	01Jun2017 30Jun2017	01Jan2018 30Jun2018	01Jan2017 30Jun2017	
GOLF COURSE											
CASH LONG/SHORT											
641.3701	27	103	40	110	341	121	212	439	620	773	80
641.641.701	46	76	58	93	501	93	326	148	931	410	227
Difference	(18)	27	(18)	17	(160)	29	(114)	291	(311)	363	(86)
PREPARED FOODS											
641.3710	1,935	2,441	1,636	3,008	8,203	5,296	5,916	5,812	17,690	16,556	107
641.3711 Non-Taxable			(454)		(709)	(133)		(56)	(1,163)	(189)	615
641.641.710	703	1,030	658	1,010	2,186	3,480	6,470	4,348	10,017	9,869	102
Difference	1,232	1,410	1,431	1,998	6,726	1,949	(553)	1,519	8,836	6,876	128
PRE-PACKAGED FOOD											
641.3714	223	259	211	556	957	669	900	1,368	2,292	2,852	80
641.641.714	30	54	63	9	272	599	436	274	802	934	86
Difference	193	206	148	547	685	70	464	1,094	1,490	1,918	78
BEER											
641.3718	2,008	3,453	1,673	6,013	18,344	10,696	15,671	17,868	37,696	38,029	99
641.641.718	250	386	203	1,015	819	1,844	7,746	6,288	9,017	9,534	95
Difference	1,758	3,067	1,471	4,998	17,525	8,851	7,925	11,580	28,679	28,496	101
BEVERAGES											
641.3720	477	860	863	1,474	3,524	1,757	2,984	3,532	7,848	7,624	103
641.641.720	41	81		241	607	1,349	1,599	859	2,248	2,530	89
Difference	436	780	863	1,233	2,916	408	1,385	2,674	5,600	5,094	110
SEASON PASS											
641.3740	39,815	81,808	60,990	69,105	39,115	9,336	1,708	6,041	141,628	166,290	85
SEASON PASS NON-TAXABLE											
641.3741											
GREEN FEES-WEEKENDS/HOLIDAYS											
641.3742	39	1,059	630	4,487	12,160	6,784	9,059	13,067	21,888	25,396	86
GREEN FEES NON-TAXABLE											
641.3743			1,106	1,134	1,320	736	209	112	2,635	1,982	133
GREEN FEES - WEEKDAYS											
641.3744		696	419	2,883	8,160	4,844	8,427	11,857	17,006	20,279	84
GOLF CAR RENTAL											
641.3746	3,764	8,525	6,747	7,313	20,273	8,252	13,400	16,030	44,184	40,119	110
641.3747 Non-Taxable											
641.641.746			33,166	24,456					33,166	24,456	136
Difference	3,764	8,525	(26,419)	(17,143)	20,273	8,252	13,400	16,030	11,018	15,663	70

Fox Run Golf Course
Statement of Revenues

	01Jan2018 31Mar2018	01Jan2017 31Mar2017	01Apr2018 30Apr2018	01Apr2017 30Apr2017	01May2018 31May2018	01May2017 31May2017	01Jun2018 30Jun2018	01Jun2017 30Jun2017	01Jan2018 30Jun2018	01Jan2017 30Jun2017	
GOLF CAR STORAGE (NON-TAX)											
641.3749	5,355	11,258	7,543	7,373	2,174	1,291	1,085	491	16,156	20,413	79
641.641.749											
Difference	5,355	11,258	7,543	7,373	2,174	1,291	1,085	491	16,156	20,413	79
TRAIL FEES											
641.3750	6,558	12,779	9,121	8,985	5,200	1,005	521	653	21,400	23,422	91
PULL CART RENTAL											
641.3752		15	49	79	49	56	75	86	172	236	73
641.641.752											
Difference		15	49	79	49	56	75	86	172	236	73
GOLF CLUB RENTAL											
641.3753											
DRIVING RANGE											
641.3754	516	2,690	2,930	2,585	4,288	2,295	2,206	2,868	9,940	10,438	95
641.3755 NON-TAXABL					224	22		2	224	24	952
641.641.754	4,704	3,744		365					4,704	4,109	114
Difference	(4,188)	(1,054)	2,930	2,220	4,512	2,317	2,206	2,870	5,460	6,353	86
HANDICAPING											
641.3756	1,619	3,192	3,718	3,919	1,619	681	164	376	7,121	8,168	87
641.641.756											
Difference	1,619	3,192	3,718	3,919	1,619	681	164	376	7,121	8,168	87
GOLF BALLS											
641.3760	158	280	475	515	5,426	3,277	3,298	2,486	9,358	6,558	143
641.641.760	3,377	1,076	2,305		1,673		2,709	1,887	10,064	2,963	340
Difference	(3,219)	(797)	(1,830)	515	3,752	3,277	589	599	(707)	3,594	(20)
GLOVES											
641.3762	167	209	124	357	885	483	1,016	820	2,192	1,869	117
641.641.762			3,321	2,778					3,321	2,778	120
Difference	167	209	(3,197)	(2,422)	885	483	1,016	820	(1,129)	(909)	124
GOLF CAPS/VISORS											
641.3764	90	108	130	319	526	313	694	972	1,440	1,711	84
641.641.764	186		1,368				344		1,898		
Difference	(96)	108	(1,238)	319	526	313	350	972	(458)	1,711	(27)
MERCHANDISE											
641.3766	295	658	544	693	2,846	1,207	2,371	3,869	6,056	6,427	94
641.3767 NON-TAXABL											
641.641.766		403	262	(850)	3,376	518	1,153	10,627	4,791	10,697	45
Difference	295	256	282	1,543	(530)	690	1,217	(6,757)	1,265	(4,269)	(30)

Fox Run Golf Course
Statement of Revenues

	01Jan2018 31Mar2018	01Jan2017 31Mar2017	01Apr2018 30Apr2018	01Apr2017 30Apr2017	01May2018 31May2018	01May2017 31May2017	01Jun2018 30Jun2018	01Jun2017 30Jun2017	01Jan2018 30Jun2018	01Jan2017 30Jun2017	
GOLF EQUIPMENT											
641.3768	3,105	2,738	3,527	1,124	8,179	1,832	2,161	5,360	16,972	11,054	154
641.641.768	1,157	1,311	13,007	7,760	13,070	4,618	3,876	7,021	31,110	20,710	150
Difference	1,948	1,427	(9,480)	(6,636)	(4,891)	(2,786)	(1,715)	(1,661)	(14,138)	(9,657)	146
MISCELLANEOUS MERCHANDISE											
641.3770							43		43		
641.641.770											
Difference							43		43		
JUNIOR GOLF PROGRAM											
641.3788											
641.641.788											
Difference											
CLUB REPAIRS											
641.3790	358	1,164	523	1,013	724	963	681	654	2,285	3,794	60
641.641.790		577			106	433		13	106	1,024	10
Difference	358	587	523	1,013	618	530	681	640	2,179	2,770	79
LESSONS											
641.3792	141			141	498	352	197	747	836	1,240	67
641.641.792											
Difference	141			141	498	352	197	747	836	1,240	67
GOLF CART WRAPS											
641.3793	375			450					375	450	83
641.641.793											
Difference	375			450					375	450	83
LEAGUE SOFTWARE ADS											
641.3794						4				4	
641.641.794											
Difference						4				4	
MISCELLANEOUS											
641.641.791											
TOTAL REVENUES	72,584	138,995	103,681	123,633	145,751	62,401	72,998	95,564	395,015	420,592	94
TOTALS EXPENDITURES	10,493	8,737	54,463	36,877	22,611	12,934	24,661	31,466	112,227	90,013	125
DIFFERENCE	62,091	130,258	49,219	86,756	123,140	49,467	48,337	64,098	282,787	330,578	86