## FISCAL YEAR 2023-24 PROPOSED BUDGET

FISCAL 11	EAR 2023-24 PROPOS	SED BODGE	-!		Attachment
	(Dollars in Thousands	s)			
	FY 2022-23		FY 2023-24		
calottery-	Year-End	% of	Proposed	% of	
	Estimate	Sales	Budget	Sales	Difference
SALES:					
Scratchers	\$6,570,000	71.3 %	\$6,680,000	76.8 %	\$110,000
Powerball	740,000	8.0 %	475,000	5.5 %	(265,000)
Mega Millions	790,000	8.6 %	440,000	5.1 %	(350,000)
SuperLotto Plus	274,000	3.0 %	240,000	2.8 %	(34,000)
Hot Spot	411,000	4.5 %	445,000	5.1 %	34,000
Fantasy 5	177,500	1.9 %	171,000	2.0 %	(6,500)
Daily 3	180,000	2.0 %	176,000	2.0 %	(4,000)
Daily 4	35,500	0.4 %	35,500	0.4 %	(4.500)
Daily Derby TOTAL, ESTIMATED SALES	\$9,220,000	0.5 %	37,500 <b>\$8,700,000</b>	0.4 %	(4,500) ( <b>\$520,000</b> )
TOTAL, ESTIMATED SALES	\$9,220,000	ъ.	\$6,700,000	ъ.	(\$520,000)
		Prize Payout %		Prize Payout %	
PRIZE EXPENSE:					
Scratchers	\$4,733,850	72.1 %	\$4,797,576	71.8 %	\$63,726
Powerball	370,000	50.0 %	237,500	50.0 %	(132,500)
Mega Millions	395,000	50.0 %	220,000	50.0 %	(175,000)
SuperLotto Plus	132,850	48.5 %	120,000	50.0 %	(12,850)
Hot Spot	259,308	63.1 %	282,798	63.6 %	23,490
Daily Games	216,251	49.7 %	209,468	49.9 %	(6,783)
2nd Chance	9,100		9,100		0
Prize Expense Savings	(64,973)		(57,000)		7,973
TOTAL, PRIZE EXPENSE	<u>\$6,051,386</u>	65.6 %	\$5,819,441	66.89 %	(\$231,945)
NET REVENUE	\$3,168,614		\$2,880,559		(\$288,055)
A DAMINIOTO ATIVE EVDENOCO		% of		% of	
ADMINISTRATIVE EXPENSES:		% of Sales		% of Sales	
Retailer Compensation:	<b>\$500.007</b>	Sales	¢501.007	Sales	(¢27.820)
Retailer Compensation: Commission	\$528,827 52,336	<b>Sales</b> 5.7 %	\$501,007	<b>Sales</b> 5.8 %	(\$27,820)
Retailer Compensation: Commission Cashing Bonus	52,326	5.7 % 0.6 %	49,470	5.8 % 0.6 %	(2,856)
Retailer Compensation: Commission Cashing Bonus Special Handling	52,326 37,831	5.7 % 0.6 % 0.4 %	49,470 35,766	5.8 % 0.6 % 0.4 %	(2,856) (2,065)
Retailer Compensation: Commission Cashing Bonus Special Handling Incentives	52,326 37,831 4,068	5.7 % 0.6 % 0.4 % 0.0 %	49,470 35,766 3,500	5.8 % 0.6 % 0.4 % 0.0 %	(2,856) (2,065) (568)
Retailer Compensation: Commission Cashing Bonus Special Handling Incentives Subtotal, Retailer Compensation	52,326 37,831	5.7 % 0.6 % 0.4 %	49,470 35,766	5.8 % 0.6 % 0.4 %	(2,856) (2,065)
Retailer Compensation: Commission Cashing Bonus Special Handling Incentives Subtotal, Retailer Compensation Gaming Costs:	52,326 37,831 4,068 <b>623,052</b>	5.7 % 0.6 % 0.4 % 0.0 % 6.8 %	49,470 35,766 3,500 <b>589,743</b>	5.8 % 0.6 % 0.4 % 0.0 % 6.8 %	(2,856) (2,065) (568) (33,309)
Retailer Compensation: Commission Cashing Bonus Special Handling Incentives Subtotal, Retailer Compensation Gaming Costs: Gaming Contract (IGT)	52,326 37,831 4,068 <b>623,052</b> 128,645	5.7 % 0.6 % 0.4 % 0.0 %	49,470 35,766 3,500 <b>589,743</b> 123,445	5.8 % 0.6 % 0.4 % 0.0 %	(2,856) (2,065) (568) (33,309)
Retailer Compensation: Commission Cashing Bonus Special Handling Incentives Subtotal, Retailer Compensation Gaming Costs:	52,326 37,831 4,068 <b>623,052</b>	5.7 % 0.6 % 0.4 % 0.0 % 6.8 %	49,470 35,766 3,500 <b>589,743</b> 123,445 (21,887)	5.8 % 0.6 % 0.4 % 0.0 % 6.8 %	(2,856) (2,065) (568) (33,309) (5,200) (8)
Retailer Compensation: Commission Cashing Bonus Special Handling Incentives Subtotal, Retailer Compensation Gaming Costs: Gaming Contract (IGT) Retailer Admin and Monitor Fees	52,326 37,831 4,068 <b>623,052</b> 128,645 (21,879)	5.7 % 0.6 % 0.4 % 0.0 % 6.8 %	49,470 35,766 3,500 <b>589,743</b> 123,445	5.8 % 0.6 % 0.4 % 0.0 % 6.8 %	(2,856) (2,065) (568) (33,309) (5,200) (8) 1,458
Retailer Compensation: Commission Cashing Bonus Special Handling Incentives Subtotal, Retailer Compensation Gaming Costs: Gaming Contract (IGT) Retailer Admin and Monitor Fees Scratchers Ticket Costs	52,326 37,831 4,068 <b>623,052</b> 128,645 (21,879) 57,689	5.7 % 0.6 % 0.4 % 0.0 % 6.8 % 1.4 % 0.6 %	49,470 35,766 3,500 <b>589,743</b> 123,445 (21,887) 59,147	5.8 % 0.6 % 0.4 % 0.0 % 6.8 %  1.4 %	(2,856) (2,065) (568) (33,309) (5,200) (8) 1,458 (3,749)
Retailer Compensation: Commission Cashing Bonus Special Handling Incentives Subtotal, Retailer Compensation Gaming Costs: Gaming Contract (IGT) Retailer Admin and Monitor Fees Scratchers Ticket Costs Subtotal, Gaming Costs	52,326 37,831 4,068 <b>623,052</b> 128,645 (21,879) 57,689 <b>164,455</b>	5.7 % 0.6 % 0.4 % 0.0 % 6.8 %  1.4 %  0.6 % 1.8 %	49,470 35,766 3,500 <b>589,743</b> 123,445 (21,887) 59,147 <b>160,705</b>	5.8 % 0.6 % 0.4 % 0.0 % 6.8 %  1.4 %  0.7 % 1.8 %	(2,856) (2,065) (568) (33,309) (5,200) (8) 1,458 (3,749)
Retailer Compensation: Commission Cashing Bonus Special Handling Incentives Subtotal, Retailer Compensation Gaming Costs: Gaming Contract (IGT) Retailer Admin and Monitor Fees Scratchers Ticket Costs Subtotal, Gaming Costs TOTAL, RETAILER & GAMING COSTS	52,326 37,831 4,068 <b>623,052</b> 128,645 (21,879) 57,689 <b>164,455</b>	5.7 % 0.6 % 0.4 % 0.0 % 6.8 %  1.4 %  0.6 % 1.8 %	49,470 35,766 3,500 <b>589,743</b> 123,445 (21,887) 59,147 <b>160,705</b>	5.8 % 0.6 % 0.4 % 0.0 % 6.8 %  1.4 %  0.7 % 1.8 %	(2,856) (2,065) (568) (33,309) (5,200) (8) 1,458 (3,749)
Retailer Compensation: Commission Cashing Bonus Special Handling Incentives Subtotal, Retailer Compensation Gaming Costs: Gaming Contract (IGT) Retailer Admin and Monitor Fees Scratchers Ticket Costs Subtotal, Gaming Costs TOTAL, RETAILER & GAMING COSTS Operating Costs:	52,326 37,831 4,068 <b>623,052</b> 128,645 (21,879) 57,689 164,455 \$787,507	5.7 % 0.6 % 0.0 % 6.8 %  1.4 %  0.6 % 1.8 % 8.5 %	49,470 35,766 3,500 <b>589,743</b> 123,445 (21,887) 59,147 <b>160,705</b> \$ <b>750,448</b>	5.8 % 0.6 % 0.4 % 0.0 % 6.8 %  1.4 %  0.7 % 1.8 % 8.6 %	(2,856) (2,065) (568) (33,309) (5,200) (8) 1,458 (3,749) (\$37,058)
Retailer Compensation: Commission Cashing Bonus Special Handling Incentives Subtotal, Retailer Compensation Gaming Costs: Gaming Contract (IGT) Retailer Admin and Monitor Fees Scratchers Ticket Costs Subtotal, Gaming Costs TOTAL, RETAILER & GAMING COSTS Operating Costs: Personal Services	52,326 37,831 4,068 <b>623,052</b> 128,645 (21,879) 57,689 164,455 \$787,507	5.7 % 0.6 % 0.4 % 0.0 % 6.8 %  1.4 %  0.6 % 1.8 % 8.5 %	49,470 35,766 3,500 <b>589,743</b> 123,445 (21,887) 59,147 <b>160,705</b> <b>\$750,448</b>	5.8 % 0.6 % 0.4 % 0.0 % 6.8 %  1.4 %  1.8 % 8.6 %	(2,856) (2,065) (568) (33,309) (5,200) (8) 1,458 (3,749) (\$37,058)
Retailer Compensation: Commission Cashing Bonus Special Handling Incentives Subtotal, Retailer Compensation Gaming Costs: Gaming Contract (IGT) Retailer Admin and Monitor Fees Scratchers Ticket Costs Subtotal, Gaming Costs TOTAL, RETAILER & GAMING COSTS  Operating Costs: Personal Services Marketing Budget Plan	52,326 37,831 4,068 <b>623,052</b> 128,645 (21,879) 57,689 164,455 \$787,507	5.7 % 0.6 % 0.4 % 0.0 % 6.8 %  1.4 %  0.6 % 1.8 % 8.5 %  1.3 % 1.1 %	49,470 35,766 3,500 <b>589,743</b> 123,445 (21,887) 59,147 <b>160,705</b> <b>\$750,448</b> \$137,109 111,982	5.8 % 0.6 % 0.4 % 0.0 % 6.8 %  1.4 %  0.7 % 1.8 % 8.6 %  1.6 % 1.3 %	(2,856) (2,065) (568) (33,309) (5,200) (8) 1,458 (3,749) (\$37,058) \$14,731 14,971
Retailer Compensation: Commission Cashing Bonus Special Handling Incentives Subtotal, Retailer Compensation Gaming Costs: Gaming Contract (IGT) Retailer Admin and Monitor Fees Scratchers Ticket Costs Subtotal, Gaming Costs TOTAL, RETAILER & GAMING COSTS  Operating Costs: Personal Services Marketing Budget Plan Contractual Services Depreciation Operating Expense	52,326 37,831 4,068 <b>623,052</b> 128,645 (21,879) 57,689 164,455 \$787,507 \$122,378 97,011 21,442	5.7 % 0.6 % 0.4 % 0.0 % 6.8 % 1.4 % 0.6 % 1.8 % 8.5 % 1.3 % 1.1 % 0.2 %	49,470 35,766 3,500 <b>589,743</b> 123,445 (21,887) 59,147 <b>160,705</b> <b>\$750,448</b> \$137,109 111,982 24,479 14,306 24,667	5.8 % 0.6 % 0.4 % 0.0 % 6.8 %  1.4 %  0.7 % 1.8 % 8.6 %  1.6 % 1.3 % 0.3 % 0.2 % 0.3 % 0.2 % 0.3 %	(2,856) (2,065) (568) (33,309) (5,200) (8) 1,458 (3,749) (\$37,058) \$14,731 14,971 3,037 (1,470) 3,966
Retailer Compensation: Commission Cashing Bonus Special Handling Incentives Subtotal, Retailer Compensation Gaming Costs: Gaming Contract (IGT) Retailer Admin and Monitor Fees Scratchers Ticket Costs Subtotal, Gaming Costs TOTAL, RETAILER & GAMING COSTS  Operating Costs: Personal Services Marketing Budget Plan Contractual Services Depreciation Operating Expense Reserve for Insurable Risk	52,326 37,831 4,068 <b>623,052</b> 128,645 (21,879) 57,689 <b>164,455</b> <b>\$787,507</b> \$122,378 97,011 21,442 15,775	5.7 % 0.6 % 0.4 % 0.0 % 6.8 %  1.4 %  0.6 % 1.8 % 8.5 %  1.3 % 1.1 % 0.2 % 0.2 %	49,470 35,766 3,500 <b>589,743</b> 123,445 (21,887) 59,147 <b>160,705</b> \$ <b>750,448</b> \$137,109 111,982 24,479 14,306 24,667 <i>5,000</i>	5.8 % 0.6 % 0.4 % 0.0 % 6.8 %  1.4 %  0.7 % 1.8 % 8.6 %  1.6 %  1.3 % 0.3 % 0.2 % 0.3 % 0.1 %	(2,856) (2,065) (568) (33,309) (5,200) (8) 1,458 (3,749) (\$37,058) \$14,731 14,971 3,037 (1,470) 3,966 5,000
Retailer Compensation: Commission Cashing Bonus Special Handling Incentives Subtotal, Retailer Compensation Gaming Costs: Gaming Contract (IGT) Retailer Admin and Monitor Fees Scratchers Ticket Costs Subtotal, Gaming Costs TOTAL, RETAILER & GAMING COSTS  Operating Costs: Personal Services Marketing Budget Plan Contractual Services Depreciation Operating Expense Reserve for Insurable Risk Administrative Spending Reserve	52,326 37,831 4,068 623,052  128,645 (21,879) 57,689 164,455 \$787,507  \$122,378 97,011 21,442 15,775 20,701 0 0	5.7 % 0.6 % 0.4 % 0.0 % 6.8 % 1.4 % 0.6 % 1.8 % 8.5 % 1.1 % 0.2 % 0.2 % 0.2 %	49,470 35,766 3,500 <b>589,743</b> 123,445 (21,887) 59,147 <b>160,705</b> <b>\$750,448</b> \$137,109 111,982 24,479 14,306 24,667 5,000 63,010	5.8 % 0.6 % 0.4 % 0.0 % 6.8 %  1.4 %  0.7 % 1.8 % 8.6 %  1.6 %  1.3 % 0.3 % 0.2 % 0.3 % 0.1 % 0.7 %	(2,856) (2,065) (568) (33,309) (5,200) (8) 1,458 (3,749) (\$37,058) \$14,731 14,971 3,037 (1,470) 3,966 5,000 63,010
Retailer Compensation: Commission Cashing Bonus Special Handling Incentives Subtotal, Retailer Compensation Gaming Costs: Gaming Contract (IGT) Retailer Admin and Monitor Fees Scratchers Ticket Costs Subtotal, Gaming Costs TOTAL, RETAILER & GAMING COSTS  Operating Costs: Personal Services Marketing Budget Plan Contractual Services Depreciation Operating Expense Reserve for Insurable Risk Administrative Spending Reserve Subtotal, Operating Costs	52,326 37,831 4,068 623,052  128,645 (21,879) 57,689 164,455 \$787,507  \$122,378 97,011 21,442 15,775 20,701 0 0 \$277,308	5.7 % 0.6 % 0.4 % 0.0 % 6.8 % 1.4 % 0.6 % 1.8 % 8.5 % 1.1 % 0.2 % 0.2 % 0.2 % 0.2 %	49,470 35,766 3,500 <b>589,743</b> 123,445 (21,887) 59,147 <b>160,705</b> \$ <b>750,448</b> \$137,109 111,982 24,479 14,306 24,667 5,000 63,010 \$ <b>380,552</b>	5.8 % 0.6 % 0.4 % 0.0 % 6.8 %  1.4 %  0.7 % 1.8 % 8.6 %  1.6 % 0.3 % 0.3 % 0.2 % 0.3 % 0.1 % 0.7 % 4.4 %	(2,856) (2,065) (568) (33,309) (5,200) (8) 1,458 (3,749) (\$37,058) \$14,731 14,971 3,037 (1,470) 3,966 5,000 63,010 \$103,244
Retailer Compensation: Commission Cashing Bonus Special Handling Incentives Subtotal, Retailer Compensation Gaming Costs: Gaming Contract (IGT) Retailer Admin and Monitor Fees Scratchers Ticket Costs Subtotal, Gaming Costs TOTAL, RETAILER & GAMING COSTS  Operating Costs: Personal Services Marketing Budget Plan Contractual Services Depreciation Operating Expense Reserve for Insurable Risk Administrative Spending Reserve Subtotal, Operating Costs  TOTAL, ADMINISTRATIVE EXPENSES	52,326 37,831 4,068 623,052  128,645 (21,879) 57,689 164,455 \$787,507  \$122,378 97,011 21,442 15,775 20,701 0 0 \$277,308  \$1,064,814	5.7 % 0.6 % 0.4 % 0.0 % 6.8 % 1.4 % 0.6 % 1.8 % 8.5 % 1.1 % 0.2 % 0.2 % 0.2 % 1.1.5 %	49,470 35,766 3,500 <b>589,743</b> 123,445 (21,887) 59,147 <b>160,705</b> \$ <b>750,448</b> \$137,109 111,982 24,479 14,306 24,667 5,000 63,010 \$ <b>380,552</b> \$ <b>1,131,000</b>	5.8 % 0.6 % 0.4 % 0.0 % 6.8 %  1.4 %  1.8 % 8.6 %  1.6 % 1.3 % 0.2 % 0.3 % 0.2 % 0.1 % 0.7 % 4.4 %  13.0 %	(2,856) (2,065) (568) (33,309) (5,200) (8) 1,458 (3,749) (\$37,058) \$14,731 14,971 3,037 (1,470) 3,966 5,000 63,010 \$103,244 \$66,186
Retailer Compensation: Commission Cashing Bonus Special Handling Incentives Subtotal, Retailer Compensation Gaming Costs: Gaming Contract (IGT) Retailer Admin and Monitor Fees Scratchers Ticket Costs Subtotal, Gaming Costs TOTAL, RETAILER & GAMING COSTS  Operating Costs: Personal Services Marketing Budget Plan Contractual Services Depreciation Operating Expense Reserve for Insurable Risk Administrative Spending Reserve Subtotal, Operating Costs TOTAL, ADMINISTRATIVE EXPENSES	52,326 37,831 4,068 623,052  128,645 (21,879) 57,689 164,455 \$787,507  \$122,378 97,011 21,442 15,775 20,701 0 0 \$277,308  \$1,064,814 \$2,103,800	5.7 % 0.6 % 0.4 % 0.0 % 6.8 % 1.4 % 0.6 % 1.8 % 8.5 % 1.1 % 0.2 % 0.2 % 0.2 % 0.2 %	49,470 35,766 3,500 589,743 123,445 (21,887) 59,147 160,705 \$750,448 \$137,109 111,982 24,479 14,306 24,667 5,000 63,010 \$380,552 \$1,131,000 \$1,749,559	5.8 % 0.6 % 0.4 % 0.0 % 6.8 %  1.4 %  0.7 % 1.8 % 8.6 %  1.6 % 0.3 % 0.3 % 0.2 % 0.3 % 0.1 % 0.7 % 4.4 %	(2,856) (2,065) (568) (33,309) (5,200) (8) 1,458 (3,749) (\$37,058) \$14,731 14,971 3,037 (1,470) 3,966 5,000 63,010 \$103,244 \$66,186 (\$354,241)
Retailer Compensation: Commission Cashing Bonus Special Handling Incentives Subtotal, Retailer Compensation Gaming Costs: Gaming Contract (IGT) Retailer Admin and Monitor Fees Scratchers Ticket Costs Subtotal, Gaming Costs TOTAL, RETAILER & GAMING COSTS  Operating Costs: Personal Services Marketing Budget Plan Contractual Services Depreciation Operating Expense Reserve for Insurable Risk Administrative Spending Reserve Subtotal, Operating Costs TOTAL, ADMINISTRATIVE EXPENSES  CONTRIBUTION TO EDUCATION Unclaimed Prizes	52,326 37,831 4,068 623,052  128,645 (21,879) 57,689 164,455 \$787,507  \$122,378 97,011 21,442 15,775 20,701 0 0 \$277,308  \$1,064,814  \$2,103,800 57,691	5.7 % 0.6 % 0.4 % 0.0 % 6.8 % 1.4 % 0.6 % 1.8 % 8.5 % 1.1 % 0.2 % 0.2 % 0.2 % 1.1.5 %	49,470 35,766 3,500  589,743  123,445 (21,887) 59,147  160,705 \$750,448  \$137,109 111,982 24,479 14,306 24,667 5,000 63,010 \$380,552  \$1,131,000  \$1,749,559 35,000	5.8 % 0.6 % 0.4 % 0.0 % 6.8 %  1.4 %  1.6 % 1.3 % 0.3 % 0.2 % 0.3 % 0.1 % 0.7 % 4.4 % 13.0 %  20.9 %	(2,856) (2,065) (568) (33,309) (5,200) (8) 1,458 (3,749) (\$37,058) \$14,731 14,971 3,037 (1,470) 3,966 5,000 63,010 \$103,244 \$66,186 (\$354,241) (22,691)
Retailer Compensation: Commission Cashing Bonus Special Handling Incentives Subtotal, Retailer Compensation Gaming Costs: Gaming Contract (IGT) Retailer Admin and Monitor Fees Scratchers Ticket Costs Subtotal, Gaming Costs TOTAL, RETAILER & GAMING COSTS  Operating Costs: Personal Services Marketing Budget Plan Contractual Services Depreciation Operating Expense Reserve for Insurable Risk Administrative Spending Reserve Subtotal, Operating Costs TOTAL, ADMINISTRATIVE EXPENSES  CONTRIBUTION TO EDUCATION Unclaimed Prizes Interest Income	52,326 37,831 4,068 623,052  128,645 (21,879) 57,689 164,455 \$787,507  \$122,378 97,011 21,442 15,775 20,701 0 0 \$277,308  \$1,064,814  \$2,103,800 57,691 20,000	5.7 % 0.6 % 0.4 % 0.0 % 6.8 % 1.4 % 0.6 % 1.8 % 8.5 % 1.1 % 0.2 % 0.2 % 0.2 % 1.1.5 %	49,470 35,766 3,500  589,743  123,445 (21,887) 59,147  160,705  \$750,448  \$137,109 111,982 24,479 14,306 24,667 5,000 63,010 \$380,552  \$1,131,000  \$1,749,559 35,000 10,000	5.8 % 0.6 % 0.4 % 0.0 % 6.8 %  1.4 %  1.8 % 8.6 %  1.6 % 1.3 % 0.2 % 0.3 % 0.2 % 0.1 % 0.7 % 4.4 %  13.0 %	(2,856) (2,065) (568) (33,309) (5,200) (8) 1,458 (3,749) (\$37,058) \$14,731 14,971 3,037 (1,470) 3,966 5,000 63,010 \$103,244 \$66,186 (\$354,241) (22,691) (10,000)
Retailer Compensation: Commission Cashing Bonus Special Handling Incentives Subtotal, Retailer Compensation Gaming Costs: Gaming Contract (IGT) Retailer Admin and Monitor Fees Scratchers Ticket Costs Subtotal, Gaming Costs TOTAL, RETAILER & GAMING COSTS  Operating Costs: Personal Services Marketing Budget Plan Contractual Services Depreciation Operating Expense Reserve for Insurable Risk Administrative Spending Reserve Subtotal, Operating Costs TOTAL, ADMINISTRATIVE EXPENSES  CONTRIBUTION TO EDUCATION Unclaimed Prizes	52,326 37,831 4,068 623,052  128,645 (21,879) 57,689 164,455 \$787,507  \$122,378 97,011 21,442 15,775 20,701 0 0 \$277,308  \$1,064,814  \$2,103,800 57,691	5.7 % 0.6 % 0.4 % 0.0 % 6.8 % 1.4 % 0.6 % 1.8 % 8.5 % 1.1 % 0.2 % 0.2 % 0.2 % 1.1.5 %	49,470 35,766 3,500  589,743  123,445 (21,887) 59,147  160,705 \$750,448  \$137,109 111,982 24,479 14,306 24,667 5,000 63,010 \$380,552  \$1,131,000  \$1,749,559 35,000	5.8 % 0.6 % 0.4 % 0.0 % 6.8 %  1.4 %  1.6 % 1.3 % 0.3 % 0.2 % 0.3 % 0.1 % 0.7 % 4.4 % 13.0 %  20.9 %	(2,856) (2,065) (568) (33,309) (5,200) (8) 1,458 (3,749) (\$37,058) \$14,731 14,971 3,037 (1,470) 3,966 5,000 63,010 \$103,244 \$66,186 (\$354,241) (22,691)