

**COMMISSION STATEMENT****March 15, 2018**DAVID, K123 KERN  
4321 Flagstaff CoveBROKER #: K123  
BRANCH: DAVID KERN

Fort Wayne, IN 46815

| DATE   | CLIENT                        | INVESTMENT                         | INVESTMENT<br>AMOUNT | GROSS<br>COMMISSION | CLEARING<br>CHARGE | NET<br>COMMISSION | RATE | BROKER<br>COMMISSION |
|--|-------------------------------|------------------------------------|----------------------|---------------------|--------------------|-------------------|------|----------------------|
| <b><u>DIRECT TRANSACTIONS</u></b>                  |                               |                                    |                      |                     |                    |                   |      |                      |
| <b><u>PRODUCT CATEGORY: MUTUAL FUNDS</u></b>       |                               |                                    |                      |                     |                    |                   |      |                      |
| / /  | DAVIS, PATRICIA               | PROFUNDS BASIC MATERIALS SVC       | 0.00                 | 0.07                | 0.00               | 0.07              | 90.0 | 0.06                 |
| / /  | COPELAND, DANIEL              | PROFUNDS BASIC MATERIALS SVC       | 0.00                 | 0.01                | 0.00               | 0.01              | 90.0 | 0.01                 |
| / /  | DAVIS, PATRICIA               | PROFUNDS OIL EQUIP SVCS & DIST SVC | 0.00                 | 0.20                | 0.00               | 0.20              | 90.0 | 0.18                 |
| / /  | COPELAND, DANIEL              | PROFUNDS OIL EQUIP SVCS & DIST SVC | 0.00                 | 0.04                | 0.00               | 0.04              | 90.0 | 0.04                 |
| / /  | DAVIS, PATRICIA               | PROFUNDS PRECIOUS METALS SVC       | 0.00                 | 0.29                | 0.00               | 0.29              | 90.0 | 0.26                 |
| / /  | COPELAND, DANIEL              | PROFUNDS PRECIOUS METALS SVC       | 0.00                 | 0.06                | 0.00               | 0.06              | 90.0 | 0.05                 |
| <b>* MUTUAL FUNDS SUBTOTAL *</b>                   |                               |                                    | <b>\$0.00</b>        | <b>\$0.67</b>       | <b>\$0.00</b>      | <b>\$0.67</b>     |      | <b>\$0.60</b>        |
| <b><u>PRODUCT CATEGORY: VARIABLE ANNUITIES</u></b> |                               |                                    |                      |                     |                    |                   |      |                      |
| 02/20/2018   | KERN, HELMBERGER              | AMERITAS LOWLOAD VUL               | 267.16               | 0.02                | 0.00               | 0.02              | 90.0 | 0.02                 |
| 02/26/2018   | KERN, DAVID                   | AMERITAS LOWLOAD VUL               | 10,241.41            | 0.85                | 0.00               | 0.85              | 90.0 | 0.77                 |
| 02/27/2018   | KERN, BENJAMIN                | AMERITAS LOWLOAD VUL               | 16,162.44            | 1.34                | 0.00               | 1.34              | 90.0 | 1.21                 |
| 03/01/2018   | KERN, BRIAN                   | AMERITAS LOWLOAD VUL               | 366.83               | 0.03                | 0.00               | 0.03              | 90.0 | 0.03                 |
| 03/05/2018   | SCHENKEL, JOHN                | AMERITAS LOWLOAD VUL               | 281.61               | 0.02                | 0.00               | 0.02              | 90.0 | 0.02                 |
| 02/28/2018   | KERN, DAVID                   | JNL ELITE ACCESS                   | 27,396.56            | 5.71                | 0.00               | 5.71              | 90.0 | 5.14                 |
| 02/28/2018   | KERN, DAVID                   | JNL ELITE ACCESS                   | 29,795.81            | 24.83               | 0.00               | 24.83             | 90.0 | 22.35                |
| 02/28/2018   | KERN, BENJAMIN                | JNL ELITE ACCESS                   | 30,659.12            | 6.39                | 0.00               | 6.39              | 90.0 | 5.75                 |
| 02/28/2018   | KERN, BENJAMIN                | JNL ELITE ACCESS                   | 129,920.02           | 108.27              | 0.00               | 108.27            | 90.0 | 97.44                |
| 02/28/2018   | LINDQUIST FAMILY TRUST, MICAH | JNL ELITE ACCESS                   | 175,780.72           | 146.48              | 0.00               | 146.48            | 90.0 | 131.83               |
| 02/28/2018   | BUTCHER, JACK                 | JNL ELITE ACCESS                   | 850,579.72           | 708.82              | 0.00               | 708.82            | 90.0 | 637.94               |
| 02/28/2018   | KERN, BRIAN                   | JNL ELITE ACCESS                   | 48,861.58            | 40.72               | 0.00               | 40.72             | 90.0 | 36.65                |
| 02/28/2018   | RIEBE, PATRICIA               | JNL ELITE ACCESS                   | 178,781.04           | 148.98              | 0.00               | 148.98            | 90.0 | 134.08               |
| 02/28/2018   | SVOBODA, JOYCE                | JNL ELITE ACCESS                   | 37,530.04            | 31.28               | 0.00               | 31.28             | 90.0 | 28.15                |
| 02/28/2018   | MILLER, LAVERN                | JNL ELITE ACCESS                   | 28,193.23            | 23.49               | 0.00               | 23.49             | 90.0 | 21.14                |
| 02/28/2018   | MILLER, JEAN                  | JNL ELITE ACCESS                   | 12,296.52            | 10.25               | 0.00               | 10.25             | 90.0 | 9.23                 |
| 02/28/2018   | BRIEGEL, WILLIAM              | JNL ELITE ACCESS                   | 17,972.09            | 14.98               | 0.00               | 14.98             | 90.0 | 13.48                |
| 02/28/2018   | JOHNSON, JULIE                | JNL ELITE ACCESS                   | 15,994.98            | 13.33               | 0.00               | 13.33             | 90.0 | 12.00                |

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\*\* - Indicates adjustment is not included in Totals or Commissions

^Date - Split Trade - full Investment Amount &amp; Gross Commission displayed

| DATE   | CLIENT              | INVESTMENT                    | INVESTMENT<br>AMOUNT | GROSS<br>COMMISSION | CLEARING<br>CHARGE | NET<br>COMMISSION | RATE | BROKER<br>COMMISSION |
|--|---------------------|-------------------------------|----------------------|---------------------|--------------------|-------------------|------|----------------------|
| <b><u>DIRECT TRANSACTIONS</u></b>                  |                     |                               |                      |                     |                    |                   |      |                      |
| <b><u>PRODUCT CATEGORY: VARIABLE ANNUITIES</u></b> |                     |                               |                      |                     |                    |                   |      |                      |
| 02/28/2018   | FORTNEY, ELIZABETH  | JNL ELITE ACCESS              | 35,451.03            | 29.54               | 0.00               | 29.54             | 90.0 | 26.59                |
| 02/28/2018   | JOHNSON, MARGAUX    | JNL ELITE ACCESS              | 6,677.34             | 5.56                | 0.00               | 5.56              | 90.0 | 5.00                 |
| 02/28/2018   | SMITH, STEPHANIE    | JNL ELITE ACCESS              | 21,077.19            | 17.56               | 0.00               | 17.56             | 90.0 | 15.80                |
| 02/28/2018   | FREISTROFFER, HENRY | JNL ELITE ACCESS              | 7,969.76             | 6.64                | 0.00               | 6.64              | 90.0 | 5.98                 |
| 02/28/2018   | COLLENTINE, CARYL   | JNL ELITE ACCESS              | 4,935.76             | 4.11                | 0.00               | 4.11              | 90.0 | 3.70                 |
| 02/28/2018   | COLLENTINE, SEAN    | JNL ELITE ACCESS              | 4,947.33             | 4.12                | 0.00               | 4.12              | 90.0 | 3.71                 |
| 02/28/2018   | ROY, SHARI          | JNL ELITE ACCESS              | 47,273.58            | 39.39               | 0.00               | 39.39             | 90.0 | 35.45                |
| 02/28/2018   | KERN, LEESA         | JNL ELITE ACCESS              | 42,088.38            | 35.07               | 0.00               | 35.07             | 90.0 | 31.56                |
| 02/28/2018   | CONNER, ANDREW      | JNL ELITE ACCESS              | 8,149.18             | 6.79                | 0.00               | 6.79              | 90.0 | 6.11                 |
| 02/28/2018   | CONNER, ANDREW      | JNL ELITE ACCESS              | 10,020.41            | 8.35                | 0.00               | 8.35              | 90.0 | 7.52                 |
| 02/28/2018   | HURLEY, JOHN        | JNL ELITE ACCESS              | 18,585.10            | 15.49               | 0.00               | 15.49             | 90.0 | 13.94                |
| 02/28/2018   | DELLINGER, EMMA     | JNL ELITE ACCESS              | 159,431.20           | 132.86              | 0.00               | 132.86            | 90.0 | 119.57               |
| 02/28/2018   | OBERLIN, DOUGLAS    | JNL ELITE ACCESS              | 24,844.58            | 20.70               | 0.00               | 20.70             | 90.0 | 18.63                |
| 02/28/2018   | SIMS, SUSAN         | JNL ELITE ACCESS              | 4,783.39             | 3.99                | 0.00               | 3.99              | 90.0 | 3.59                 |
| 02/28/2018   | BLESSING, THOMAS    | JNL ELITE ACCESS              | 73,676.05            | 61.40               | 0.00               | 61.40             | 90.0 | 55.26                |
| 02/28/2018   | AKPABIO, UWEM       | JNL ELITE ACCESS              | 97,384.52            | 81.15               | 0.00               | 81.15             | 90.0 | 73.04                |
| 02/28/2018   | REBMAN, MONA        | JNL ELITE ACCESS              | 6,467.15             | 5.39                | 0.00               | 5.39              | 90.0 | 4.85                 |
| 02/28/2018   | FREISTROFFER, HENRY | JNL ELITE ACCESS              | 7,726.29             | 6.44                | 0.00               | 6.44              | 90.0 | 5.80                 |
| 02/28/2018   | ROGERS, JOHN        | JNL ELITE ACCESS              | 12,756.78            | 10.63               | 0.00               | 10.63             | 90.0 | 9.57                 |
| 02/28/2018   | ROGERS, ADRIENNE    | JNL ELITE ACCESS              | 12,756.82            | 10.63               | 0.00               | 10.63             | 90.0 | 9.57                 |
| 02/28/2018   | ROGERS, ADRIENNE    | JNL ELITE ACCESS              | 181,304.73           | 151.09              | 0.00               | 151.09            | 90.0 | 135.98               |
| 02/28/2018   | WHITELEATHER, TRACY | JNL ELITE ACCESS              | 120,049.78           | 100.04              | 0.00               | 100.04            | 90.0 | 90.04                |
| 02/28/2018   | WHITELEATHER, KEVIN | JNL ELITE ACCESS              | 15,121.69            | 12.60               | 0.00               | 12.60             | 90.0 | 11.34                |
| 02/28/2018   | KELTY, SANDRA       | JNL ELITE ACCESS              | 23,722.98            | 19.77               | 0.00               | 19.77             | 90.0 | 17.79                |
| 02/28/2018   | RIEBE, PATRICIA     | JNL ELITE ACCESS              | 6,994.77             | 5.83                | 0.00               | 5.83              | 90.0 | 5.25                 |
| 02/28/2018   | KELTY, SUSAN        | JNL ELITE ACCESS              | 434,741.28           | 362.28              | 0.00               | 362.28            | 90.0 | 326.05               |
| 02/28/2018   | HOVERMAN, ANDREA    | JNL ELITE ACCESS              | 11,225.34            | 9.35                | 0.00               | 9.35              | 90.0 | 8.42                 |
| 02/28/2018   | HOVERMAN, BRYAN     | JNL ELITE ACCESS              | 12,984.92            | 10.82               | 0.00               | 10.82             | 90.0 | 9.74                 |
| 02/28/2018   | FORTNEY, ELIZABETH  | JNL ELITE ACCESS              | 7,354.26             | 6.13                | 0.00               | 6.13              | 90.0 | 5.52                 |
| 03/01/2018   | FORTNEY, ELIZABETH  | JNL ELITE ACCESS              | 400.00               | 5.00                | 0.00               | 5.00              | 90.0 | 4.50                 |
| 02/28/2018   | KERN, DAVID         | JNL ELITE ACCESS W/ LIQUIDITY | 41,013.92            | 34.18               | 0.00               | 34.18             | 90.0 | 30.76                |
| 02/28/2018   | WOODHAMS, JACK      | JNL ELITE ACCESS W/ LIQUIDITY | 30,174.70            | 25.15               | 0.00               | 25.15             | 90.0 | 22.64                |
| 02/28/2018   | JOHNSON, THEODORE   | JNL ELITE ACCESS W/ LIQUIDITY | 6,534.07             | 5.45                | 0.00               | 5.45              | 90.0 | 4.91                 |

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|--|----------------------|-------------------------------|-----------------------|---------------------|--------------------|-------------------|------|----------------------|
| <b><u>DIRECT TRANSACTIONS</u></b>                  |                      |                               |                       |                     |                    |                   |      |                      |
| <b><u>PRODUCT CATEGORY: VARIABLE ANNUITIES</u></b> |                      |                               |                       |                     |                    |                   |      |                      |
| 02/28/2018   | ROY, RICHARD         | JNL ELITE ACCESS W/ LIQUIDITY | 26,976.13             | 22.48               | 0.00               | 22.48             | 90.0 | 20.23                |
| 02/28/2018   | PAYNE, MARTHA        | JNL ELITE ACCESS W/ LIQUIDITY | 10,541.27             | 8.78                | 0.00               | 8.78              | 90.0 | 7.90                 |
| 02/28/2018   | COLE, NANCY          | JNL ELITE ACCESS W/ LIQUIDITY | 47,656.34             | 39.71               | 0.00               | 39.71             | 90.0 | 35.74                |
| 02/28/2018   | DETER, MARY          | JNL ELITE ACCESS W/ LIQUIDITY | 2,588.73              | 2.16                | 0.00               | 2.16              | 90.0 | 1.94                 |
| 02/28/2018   | HESTER, LEEANNE      | JNL ELITE ACCESS W/ LIQUIDITY | 58,437.80             | 48.70               | 0.00               | 48.70             | 90.0 | 43.83                |
| 02/28/2018   | THEXTON, BARBARA     | JNL ELITE ACCESS W/ LIQUIDITY | 12,107.45             | 10.09               | 0.00               | 10.09             | 90.0 | 9.08                 |
| 02/28/2018   | WEIS, KIMBERLY       | JNL ELITE ACCESS W/ LIQUIDITY | 94,288.76             | 78.57               | 0.00               | 78.57             | 90.0 | 70.71                |
| 02/28/2018   | HURLEY, JOHN         | JNL ELITE ACCESS W/ LIQUIDITY | 94,288.75             | 78.57               | 0.00               | 78.57             | 90.0 | 70.71                |
| 02/28/2018   | DAVIS, GARY          | JNL PERSPECTIVE L             | 217,431.66            | 181.19              | 0.00               | 181.19            | 90.0 | 163.07               |
| 02/28/2018   | KELTY, RICHARD       | JNL PERSPECTIVE L             | 717,641.27            | 598.03              | 0.00               | 598.03            | 90.0 | 538.23               |
| 02/28/2018   | SOLLOWAY, WILLIAM    | JNL PERSPECTIVE L             | 129,301.13            | 107.75              | 0.00               | 107.75            | 90.0 | 96.98                |
| 02/28/2018   | BUTCHER, JACK        | JNL PERSPECTIVE L             | 197,240.46            | 164.37              | 0.00               | 164.37            | 90.0 | 147.93               |
| 02/28/2018   | DETER, MARY          | JNL PERSPECTIVE L             | 49,764.38             | 41.47               | 0.00               | 41.47             | 90.0 | 37.32                |
| 02/28/2018   | CROWLEY, HELEN       | JNL PERSPECTIVE L             | 42,557.52             | 35.46               | 0.00               | 35.46             | 90.0 | 31.91                |
| 02/28/2018   | FREISTROFFER, HENRY  | JNL PERSPECTIVE L             | 223,903.88            | 186.59              | 0.00               | 186.59            | 90.0 | 167.93               |
| 02/28/2018   | BOHNKE, LON          | JNL PERSPECTIVE L             | 59,458.47             | 49.55               | 0.00               | 49.55             | 90.0 | 44.60                |
| 02/28/2018   | ROGERS, ADRIENNE     | JNL PERSPECTIVE L             | 53,017.70             | 44.18               | 0.00               | 44.18             | 90.0 | 39.76                |
| 02/28/2018   | ROGERS, JOHN         | JNL PERSPECTIVE L             | 52,652.11             | 43.88               | 0.00               | 43.88             | 90.0 | 39.49                |
| 02/28/2018   | BUTCHER, JACK        | JOHN HANCOCK VISION           | 162,667.98            | 155.89              | 0.00               | 155.89            | 90.0 | 140.30               |
| 02/28/2018   | WEST, JOLAN          | JOHN HANCOCK VISION           | 124,513.93            | 119.33              | 0.00               | 119.33            | 90.0 | 107.40               |
| / /  | MARATHON LABELS 401K | NWL FLEX ADVANTAGE            | 373,186.12            | 66.46               | 0.00               | 66.46             | 90.0 | 59.81                |
| / /  | NEW HAVEN PRINT &    | NWL FLEX ADVANTAGE            | 818,884.10            | 174.99              | 0.00               | 174.99            | 90.0 | 157.49               |
| / /  | MARATHON LABELS 401K | NWL POOLED FXD                | 13,785.41             | 2.45                | 0.00               | 2.45              | 90.0 | 2.21                 |
| / /  | NEW HAVEN PRINT &    | NWL POOLED FXD                | 3,277.67              | 0.70                | 0.00               | 0.70              | 90.0 | 0.63                 |
| <b>* VARIABLE ANNUITIES SUBTOTAL *</b>             |                      |                               | <b>\$6,695,874.18</b> | <b>\$4,800.64</b>   | <b>\$0.00</b>      | <b>\$4,800.64</b> |      | <b>\$4,320.61</b>    |

**PRODUCT CATEGORY: MUTUAL FUND 12B1 TRAILS**

|            |                       |                                     |      |      |      |      |      |      |
|------------|-----------------------|-------------------------------------|------|------|------|------|------|------|
| 03/01/2018 | VAN DRUNEN, CATHERINE | AM FUNDS CAPITAL INCOME BUILDER C   | 0.00 | 3.27 | 0.00 | 3.27 | 90.0 | 2.94 |
| 03/01/2018 | VAN DRUNEN, CATHERINE | AM FUNDS CAPITAL WORLD GRTH & INC C | 0.00 | 2.76 | 0.00 | 2.76 | 90.0 | 2.48 |
| 03/01/2018 | VAN DRUNEN, CATHERINE | AM FUNDS EUROPACIFIC GROWTH FUND C  | 0.00 | 2.48 | 0.00 | 2.48 | 90.0 | 2.23 |
| 03/01/2018 | VAN DRUNEN, CATHERINE | AM FUNDS INCOME FUND OF AMERICA C   | 0.00 | 1.79 | 0.00 | 1.79 | 90.0 | 1.61 |
| 03/01/2018 | VAN DRUNEN, CATHERINE | AM FUNDS SHORT TERM BND FUND OF AM  | 0.00 | 3.86 | 0.00 | 3.86 | 90.0 | 3.47 |
| / /        | PAYNE, MARTHA         | GUGGENHEIM DIVERSIFIED INCOME C     | 0.00 | 2.11 | 0.00 | 2.11 | 90.0 | 1.90 |
| / /        | PAYNE, MARTHA         | GUGGENHEIM GOV'T LONG BOND 1.2X STG | 0.00 | 2.71 | 0.00 | 2.71 | 90.0 | 2.44 |

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|---|-------------------|------------------------------------|-----------------------|---------------------|--------------------|-------------------|------|----------------------|
| <b><u>DIRECT TRANSACTIONS</u></b>                       |                   |                                    |                       |                     |                    |                   |      |                      |
| <b><u>PRODUCT CATEGORY: MUTUAL FUND 12B1 TRAILS</u></b> |                   |                                    |                       |                     |                    |                   |      |                      |
| / /   | PAYNE, MARTHA     | GUGGENHEIM RBP LARGE CAP DEFENSIVE | 0.00                  | 1.08                | 0.00               | 1.08              | 90.0 | 0.97                 |
| / /   | PAYNE, MARTHA     | LARGE CAP VALUE C                  | 0.00                  | 0.18                | 0.00               | 0.18              | 90.0 | 0.16                 |
| / /   | DAVIS, PATRICIA   | PROFUNDS BASIC MATERIALS SVC       | 0.00                  | 0.20                | 0.00               | 0.20              | 90.0 | 0.18                 |
| / /   | COPELAND, DANIEL  | PROFUNDS BASIC MATERIALS SVC       | 0.00                  | 0.04                | 0.00               | 0.04              | 90.0 | 0.04                 |
| / /   | DAVIS, PATRICIA   | PROFUNDS OIL EQUIP SVCS & DIST SVC | 0.00                  | 0.60                | 0.00               | 0.60              | 90.0 | 0.54                 |
| / /   | COPELAND, DANIEL  | PROFUNDS OIL EQUIP SVCS & DIST SVC | 0.00                  | 0.12                | 0.00               | 0.12              | 90.0 | 0.11                 |
| / /   | DAVIS, PATRICIA   | PROFUNDS PRECIOUS METALS SVC       | 0.00                  | 0.86                | 0.00               | 0.86              | 90.0 | 0.77                 |
| / /   | COPELAND, DANIEL  | PROFUNDS PRECIOUS METALS SVC       | 0.00                  | 0.17                | 0.00               | 0.17              | 90.0 | 0.15                 |
| / /   | SHAW, PAUL        | RYDEX GUGG PRECIOUS METALS C       | 0.00                  | 0.18                | 0.00               | 0.18              | 90.0 | 0.16                 |
| 02/20/2018  | HELMBERGER, GENNA | SAMMONS MF TRAILS                  | 14,617.20             | 6.09                | 0.00               | 6.09              | 90.0 | 5.48                 |
| 02/28/2018  | KERN, BRIAN       | SAMMONS MF TRAILS                  | 29,492.21             | 12.30               | 0.00               | 12.30             | 90.0 | 11.07                |
| / /   | SHAW, PAUL        | TECHNOLOGY-C                       | 0.00                  | 0.18                | 0.00               | 0.18              | 90.0 | 0.16                 |
| <b>* MUTUAL FUND 12B1 TRAILS SUBTOTAL *</b>             |                   |                                    | <b>\$44,109.41</b>    | <b>\$40.98</b>      | <b>\$0.00</b>      | <b>\$40.98</b>    |      | <b>\$36.86</b>       |
| <b>*** DIRECT TRANSACTIONS TOTAL ***</b>                |                   |                                    | <b>\$6,739,983.59</b> | <b>\$4,842.29</b>   | <b>\$0.00</b>      | <b>\$4,842.29</b> |      | <b>\$4,358.07</b>    |

**ADJUSTMENTS**

|                                  |                                     |      |               |               |               |               |  |                  |
|----------------------------------|-------------------------------------|------|---------------|---------------|---------------|---------------|--|------------------|
| 03/15/2018                       | *E & O INSURANCE: CURRENT MONTH INS | 0.00 |               |               |               |               |  | -300.00          |
| 03/15/2018                       | *TECHNOLOGY: ADMIN - LEESA KERN     | 0.00 |               |               |               |               |  | -130.00          |
| 03/15/2018                       | *TECHNOLOGY: CURRENT MONTH BASIC    | 0.00 |               |               |               |               |  | -180.00          |
| <b>*** ADJUSTMENTS TOTAL ***</b> |                                     |      | <b>\$0.00</b> | <b>\$0.00</b> | <b>\$0.00</b> | <b>\$0.00</b> |  | <b>\$-610.00</b> |

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**BROKER COMMISSION TOTALS**

|                       |            |
|-----------------------|------------|
| Broker Transactions   | \$4,358.07 |
| Split Transactions    | \$0.00     |
| Override Transactions | \$0.00     |
| Adjustments           | \$-610.00  |
| Payroll Draw          | \$0.00     |
| Base Salary           | \$0.00     |
| Prior Period Balance  | \$0.00     |
| FINRA Assessment      | \$0.00     |
| SIPC Assessment       | \$0.00     |

|                       |             |
|-----------------------|-------------|
| Check Amount          | \$3,748.07  |
| Year-to-date Gross    | \$28,153.55 |
| Year-to-date Earnings | \$25,354.41 |