2020 MEMBERSHIP GOAL ROSTER

September 18, 2019

At or Exceeds Target		55% or M	lore of Target		Less than 5	5% of Targe	t			
	Next l	ntermediate	target	55.00%		9-Oct				
District No. & Location	Credit		Year End Goal 2020	Year to Date Total	To reach next target	Year End Total 2019	Percent of Goal	Compared to Last Year		Weeks since last transmittal
District # 1	Credit									
22 WOLF POINT	-\$44.50		35	15	5	31	42.86%	48.39%	30-Aug	3
41 GLASGOW	\$33.00		87	61	0	91	70.11%	67.03%	12-Sep	1
45 HINSDALE	\$25.50		51	34	0	46	66.67%	73.91%	5-Sep	2
49 HOMESTEAD	\$0.00		10	7	0	10	70.00%	70.00%	17-Sep	0
55 POPLAR	\$22.50		27	14	1	25	51.85%	56.00%	11-Sep	1
56 SCOBEY	-\$94.00		54	24	6	49	44.44%	48.98%	13-Sep	1
58 PLENTYWOOD	\$0.00		56	39	0	57	69.64%	68.42%	19-Aug	4
61 BROCKTON	\$41.00		38	15	6	28	39.47%	53.57%	12-Aug	5
81 CULBERTSON	\$0.00		95	24	29	94	25.26%	25.53%	31-Jul	7
85 BAINVILLE	\$0.50		25	15	0	23	60.00%	2.67%	5-Aug	6
104 NASHUA	\$0.00		13	7	1	9	53.85%	77.78%	13-Sep	1
122 OPHEIM	\$0.00		27	15	0	27	55.56%	55.56%	28-Aug	3
140 FORT PECK TRIBES	\$0.00	GOAL	12	17	0	0	141.67%	#DIV/0!	22-Jul	8
229 WESTBY	\$2.50		15	6	3	14	40.00%	42.86%	12-Sep	1
TOTAL			545	293	7	504	53.76%	58.13%		

DEPARTMENT OF MONTANA

DISTRICT NO.2	Credit	Year End Goal 2020	Year to Date Total	To reach next target	Year End Total 2019	Percent of Goal	Compared to Last Year		Weeks since last transmittal
11 HAVRE	\$0.00	122	51	25	94	41.80%	0.47%	11-Sep	1
48 CHINOOK	\$9.00	46	31	0	48	67.39%	64.58%	17-Sep	0
50 BIG SANDY	\$12.50	25	12	2	23	48.00%	52.17%	22-Aug	4
57 MALTA	\$0.00	92	56	0	106	60.87%	52.83%	11-Sep	1
67 ROCKY BOY	\$0.00	26	21	0	19	80.77%	110.53%	22-Aug	4
79 SACO	\$0.00	11	7	0	18	63.64%	38.89%	28-Aug	3
88 CHESTER	\$6.00	37	23	0	35	62.16%	65.71%	5-Sep	2

109 TURNER	\$11.00	26	9	6	23	34.62%	39.13%	3-Sep	2
110 FORT BELKNAP	\$20.50	11	4	3	12	36.36%	33.33%	17-Jul	9
TOTAL		396	214	4	378	54.04%	56.61%		

MEMBERSHIP GOAL ROSTER

District No. & Lo	cation	Year End Goal 2020	Year to Date Total	To reach next target	Year End Total 2019	Percent of Goal	Compared to Last Year		Weeks since last transmittal
DISTRICT NO.3									
36 VALIER	\$14.50	52	27	2	52	51.92%	51.92%	10-Sep	1
37 CONRAD	\$43.00	53	28	2	52	52.83%	53.85%	9-Sep	1
40 CUT BANK	\$0.00	60	29	4	46	48.33%	63.04%	17-Sep	0
43 SHELBY	\$10.00	51	3	26	44	5.88%	6.82%	6-Sep	2
69 GALATA	\$5.50	33	11	8	25	33.33%	44.00%	16-Jul	9
73 SWEETGRASS	\$41.00	73	51	0	68	69.86%	75.00%	10-Sep	1
127 BROWNING	\$254.51	27	13	2	25	48.15%	52.00%	6-Sep	2
CN20 CALGARY	\$7.00	45	19	6	50	42.22%	38.00%	6-Sep	2
TOTAL		394	181	36	362	45.94%	50.00%		

DEPARTMENT OF MONTANA

District No. & Lo	cation		Year End Goal 2020	Year to Date Total	To reach next target	Year End Total 2019	Percent of Goal	Compared to Last Year	Date of Last transmitt al	Weeks since last transmittal
DISTRICT NO.4	Credit									
52 THOMPSON FALLS	\$0.00		58	45	0	62	77.59%	72.58%	17-Sep	0
72 COLUMBIA FALLS	\$0.00		106	65	0	115	61.32%	56.52%	17-Sep	0
74 EUREKA	\$0.00		50	27	1	56	54.00%	48.21%	18-Sep	0
86 BIG FORK	\$65.00		60	43	0	63	71.67%	68.25%	23-Aug	4
97 LIBBY	\$0.00		185	124	0	187	67.03%	66.31%	11-Sep	1
106 ST IGNATIUS	\$35.00		50	34	0	51	68.00%	66.67%	13-Sep	1
108 WHITEFISH	\$56.00		66	42	0	71	63.64%	59.15%	17-Sep	0
112 POLSON	\$0.00		130	88	0	136	67.69%	64.71%	9-Sep	1
113 ARLEE	\$45.50	GOAL	25	25	0	27	100.00%	92.59%	5-Aug	6
126 CHARLO	\$0.00		18	9	1	21	50.00%	42.86%	27-Aug	3
129 PARADISE	\$106.35		72	51	0	86	70.83%	59.30%	18-Sep	0

137 KALISPELL	\$2.85		231	123	5	228	53.25%	53.95%	16-Sep	0
138 RONAN	\$0.00		63	36	0	71	57.14%	50.70%	17-Sep	0
TOTAL			1114	712	0	1174	63.91%	60.65%		
DEDA DEMENT OF MONTANA										

MEMBERSHIP GOAL ROSTER

District No. & Lo	ocation	Year End Goal 2020	Year to Date Total	To reach next target	Year End Total 2019	Percent of Goal	Compared to Last Year	Date of Last transmitt al	Weeks since last transmittal
DISTRICT NO.5	Credit								
13 ST REGIS	\$0.00	57	34	0	67	59.65%	50.75%	16-Sep	0
27 MISSOULA	\$0.00	361	211	0	335	58.45%	62.99%	18-Sep	0
47 HAMILTON	\$0.00	122	81	0	128	66.39%	63.28%	17-Sep	0
63 CONDON	\$39.50	47	33	0	50	70.21%	66.00%	25-Aug	3
68 MISSOULA	\$25.50	41	20	3	53	48.78%	37.74%	19-Aug	4
83 CLINTON	\$0.00	16	8	1	17	50.00%	47.06%	26-Aug	3
91 CORVALLIS	\$0.00	166	101	0	203	60.84%	49.75%	17-Sep	0
94 STEVENSVILLE	\$0.00	211	112	5	193	53.08%	58.03%	6-Sep	2
101 MISSOULA	\$59.00	50	11	17	43	22.00%	25.58%	16-Sep	0
124 FRENCHTOWN	\$22.50	68	37	1	69	54.41%	53.62%	11-Sep	1
125 DRUMMOND	\$11.50	51	36	0	52	70.59%	69.23%	22-Aug	4
134 FLORENCE	\$35.00	60	31	2	59	51.67%	52.54%	11-Sep	1
135 LOLO	\$0.00	138	77	0	146	55.80%	52.74%	17-Sep	0
TOTAL	•	1,388	792	0	1,415	57.06%	55.97%		

DEPARTMENT OF MONTANA

District No. & Lo	cation	Year End Goal 2020	Year to Date Total	To reach next target	Year End Total 2019	Percent of Goal	Compared to Last Year		Weeks since last transmittal
DISTRICT NO.6	Credit								
1 BUTTE	\$0.00	196	107	1	194	54.59%	55.15%	3-Sep	2
2 HELENA	\$0.00	753	481	0	818	63.88%	58.80%	18-Sep	0
9 LINCOLN	\$26.50	56	39	0	57	69.64%	68.42%	5-Sep	2
10 DEER LODGE	\$50.00	67	35	2	65	52.24%	53.85%	4-Sep	2
20 DILLON	\$0.00	185	105	0	156	56.76%	67.31%	12-Sep	1
21 ANACONDA	\$0.00	241	116	17	231	48.13%	50.22%	16-Sep	0
24 WHITEHALL	\$0.00	89	37	12	68	41.57%	54.41%	3-Sep	2
31 TWIN BRIDGES	\$3.00	43	23	1	35	53.49%	65.71%	16-Aug	5

33 PHILIPSBURG	\$624.19	10	3	3	10	30.00%	30.00%	29-Jul	7
42 TOWNSEND	\$0.00	117	73	0	108	62.39%	67.59%	12-Sep	1
46 BOULDER	\$0.00	23	15	0	27	65.22%	55.56%	18-Sep	0
89 SHERIDAN	\$30.00	73	64	0	88	87.67%	72.73%	5-Sep	2
115 BUTTE	\$0.00	104	55	3	88	52.88%	62.50%	17-Sep	0
TOTAL		1957	1153	0	1945	58.92%	59.28%		
District No. & L	ocation	Year End Goal 2020	Year to Date Total	To reach next target	Year End Total 2019	Percent of Goal			Weeks since last transmittal
AT LARGE HELENA #10)5	154	52	0	101	34%	51.49%	6-Sep	0
		DEPAR	TMENT O	F MONTANA	<u>.</u>				
		MEMB	ERSHIP G	OAL ROSTEI	R				
District No. & L	ocation	Year End Goal 2020	Year to Date Total	To reach next target	Year End Total 2019	Percent of Goal			Weeks since last transmittal
DISTRICT NO. 7	Credit								
14 BOZEMAN	\$0.00	350	200	0	374	57.14%	53.48%	17-Sep	0
19 BIG TIMBER	\$0.00	188	87	17	166	46.28%	52.41%	6-Sep	2
23 LIVINGSTON	\$0.00	170	112	0	173	65.88%	64.74%	16-Sep	0
25 WHITE SULPHUR	\$0.00	63	29	6	68	46.03%	42.65%	28-Aug	3
30 BELGRADE	\$0.00	251	111	28	231	44.22%	48.05%	18-Sep	0
65 ENNIS	\$5.50	56	47	0	68	83.93%	69.12%	13-Sep	1
78 W YELLOWSTONE	\$5.00	29	21	0	27	72.41%	77.78%	9-Sep	1
87 MANHATTAN	\$88.50	165	74	17	163	44.85%	45.40%	28-Aug	3
93 THREE FORKS	\$0.00	42	22	2	42	52.38%	52.38%	27-Aug	3
99 BIG SKY	\$5.00	55	31	0	48	56.36%	64.58%	6-Sep	2
118 GARDINER	\$9.00	35	21	0	32	60.00%	65.63%	16-Aug	5
TOTAL	1	1404	755	18	1392	53.77%	54.24%		
		DEPAR	TMENT O	F MONTANA	1				
		MEMB		OAL ROSTEI	R				
District No. & L	ocation	Year End Goal 2020	Year to Date Total	To reach next target	Year End Total 2019	Percent of Goal	Compared to Last Year		Weeks since last transmittal
DISTRICT NO. 8	Credit								
3 GREAT FALLS	\$0.00	261	120	24	223	45.98%	53.81%	18-Sep	0
6 CHOTEAU	\$19.25	104	69	0	102	66.35%	67.65%	12-Sep	1
26 FORT BENTON	\$138.50	34	21	0	34	61.76%	61.76%	10-Sep	1
		ii .							•

31

86.11%

79.49%

21-Aug

51 AUGUSTA

\$0.50

64 DUTTON	\$41.50	46	10	16	51	21.74%	19.61%	29-Jul	7
80 FAIRFIELD	\$16.50	31	4	14	28	12.90%	14.29%	5-Aug	6
102 GERALDINE	\$0.00	112	48	14	116	42.86%	41.38%	18-Sep	0
103 POWER	\$0.00	28	20	0	30	71.43%	66.67%	3-Sep	2
130 VAUGHN	\$26.85	40	24	0	43	60.00%	55.81%	5-Aug	6
133 CASCADE	\$22.50	32	7	11	36	21.88%	19.44%	6-Sep	2
341 MALMSTROM	-\$236.00	162	62	28	137	38.27%	45.26%	10-Sep	1
TOTAL	<u> </u>	886	416	72	839	46.95%	49.58%		

MEMBERSHIP GOAL ROSTER

District No. & Lo	ocation	Year End Goal 2020	Year to Date Total	To reach next target	Year End Total 2019	Percent of Goal	Compared to Last Year		Weeks since last transmittal
DISTRICT NO.9	Credit								
15 HARLOWTON	\$0.00	106	61	0	100	57.55%	61.00%	13-Sep	1
16 LEWISTOWN	\$143.53	409	250	0	398	61.12%	62.81%	16-Sep	0
18 ROUNDUP	\$24.50	63	29	6	60	46.03%	48.33%	6-Sep	2
53 STANFORD	\$6.00	26	15	0	22	57.69%	68.18%	10-Sep	1
62 DENTON	\$0.00	23	20	0	27	86.96%	74.07%	6-Sep	2
70 JUDITH GAP	\$69.00	68	39	0	69	57.35%	56.52%	16-Sep	0
76 HOBSON	-\$140.50	47	25	1	36	53.19%	69.44%	25-Aug	3
96 ROY	\$0.00	21	15	0	22	71.43%	68.18%	26-Aug	3
120 WINIFRED	\$0.00	28	9	7	31	32.14%	29.03%	16-Aug	5
TOTAL		791	463	0	765	58.53%	60.52%		

DEPARTMENT OF MONTANA

District No. & Lo	ocation	Year End Goal 2020	Year to Date Total	To reach next target	Year End Total 2019	Percent of Goal	Compared to Last Year		Weeks since last transmittal
DISTRICT NO. 10	Credit								
5 MILES CITY	\$63.50	81	43	2	75	53.09%	57.33%	17-Sep	0
12 SIDNEY	\$0.00	40	28	0	35	70.00%	80.00%	16-Sep	0
28 GLENDIVE	\$119.50	109	60	0	95	55.05%	63.16%	6-Aug	6
29 CIRCLE	\$6.50	18	8	2	13	44.44%	61.54%	11-Sep	1
32 TERRY	-\$100.00	101	63	0	97	62.38%	64.95%	11-Sep	1
35 BAKER	\$49.50	121	58	9	102	47.93%	56.86%	7-Aug	6
39 FORSYTH	\$36.00	97	51	3	85	52.58%	60.00%	10-Sep	1

44 COLOTRDID	Φ27.00			21		20	- 0.000/		10.0	
44 COLSTRIP	\$25.00		30	21	0		70.00%	55.26%	12-Sep	
60 EKALAKA	\$17.50		15		5		26.67%	23.53%	16-Sep	
114 FAIRVIEW	\$10.00		37	29			78.38%	82.86%	3-Sep	
128 BROADUS	\$8.00		16	9	0	17	56.25%	52.94%	2-Aug	7
TOTAL	TOTAL		665	374	0	609	56.24%	61.41%		
		<u> </u>	DEPAR	TMENT O	F MONTANA	<u> </u>	<u> </u>	<u> </u>		
			MEMB	ERSHIP G	OAL ROSTEI	R				
District No. & Location			Year End Goal 2020	Year to Date Total	To reach next target	Year End Total 2019	Percent of Goal	Compared to Last Year		Weeks since last transmittal
DISTRICT NO.11										
4 BILLINGS	\$0.00		473	264	0	406	55.81%	65.02%	18-Sep	0
8 HARDIN	\$75.00		46	9	17	48	19.57%	18.75%	29-Jul	7
17 RED LODGE	-\$30.00		57	46	0	59	80.70%	77.97%	16-Sep	0
34 COLUMBUS	\$51.00		59	42	0	60	71.19%	70.00%	4-Sep	2
71 FROMBERG	\$13.00		19	11	0	22	57.89%	50.00%	17-Sep	0
84 BELFRY	\$4.50		39	23	0	33	58.97%	69.70%	16-Sep	0
92 HYSHAM	\$10.50		26	12	3	18	46.15%	66.67%	22-Aug	4
100 PARK CITY	\$58.00		57	54	0	60	94.74%	90.00%	16-Sep	0
117 BILLINGS	\$0.00		246	78	58	161	31.71%	48.45%	13-Sep	1
119 BILLINGS HGTS	\$0.00		172	108	0	177	62.79%	61.02%	13-Sep	1
123 LAUREL	\$0.00		112	80	0	124	71.43%	64.52%	16-Sep	0
TOTAL			1306	727	0	1168	55.67%	62.24%		
					For Target					
2020 Incentive Goal			11,000		-82		Remainir	g for Goal		
				6132	55.75%	10652				
Big 12 Membership Tar	get	10132								
To reach Big 12 Target			4000							
To reach Next Target				-82						
Total Percentage			55.75%							
At or Exceeds Target 50% or More of Target					Less than 5	50% of Targe	t			
		T	_				· _	,		1
					% GOAL		To reach			
1		I	ı İ			<u> </u>	next target	l l		<u> </u>

				_						
			Dist 1	293	53.76%		7			
			Dist 2	214	54.04%		4			
			Dist 3	181	45.94%		36			
Zone Collins	667	55.12%	Dist 4	712	63.91%		0			
Zone Long	811	48.39%	Dist 5	792	57.06%		0			
Zone Allen	1945	55.56%	Dist 6	1153	58.92%		0			
Zone Palmer	2657	59.59%	Dist 7	755	53.77%		18			
	For Zone		Dist 8	416	46.95%		72			
NEEDED	0		Dist 9	463	58.53%		0			
FOR	111		Dist 10	374	56.24%		0			
NEXT	0		Dist 11	727	55.67%		0			
TARGET	0									
	•		SONS OF T	HE AME	RICAN LE	GION		•		
At or Exceeds Target	Exceeds Target 50% or More of Target			Less than 5	0% of Target					
<u> </u>									Target	20.00%
	Next I	ntermediate	e target	10.00%		12-Sep				
DISTRICT 1										
	0 Credit		Year End Goal 2020	Year to Date Total	To reach next target	Year End Total 2019	Percent of Goal	Compared to Last Year		Weeks since last transmitta
GLASGOW #41	\$0.00	GOAL	36	44	0	35	122.22%	125.71%	12-Aug	
PLENTYWOOD #58	\$0.00	GOAL	11	18	0	10	163.64%	180.00%	26-Jul	
CULBERTSON #81	\$0.00		24	0	3	23	0.00%	0.00%		615
NASHUA #104	\$0.00		10	5	0	8	50.00%	62.50%	1-Jul	1
TOTALS			81	67	0	76	82.72%	88.16%		
DISTRICT 2										
SQUADRON	Credit		Year End Goal 2020	Year to Date Total	To reach next target	Year End Total 2019	Percent of Goal	Compared to Last Year		Weeks since last transmitta
HAVRE #11	\$0.00		14	1	1	13	7.14%	7.69%		615
CHINOOK #48	\$0.00		21	12	0	20	57.14%	60.00%	1-Aug	

21

10

35

13

20

53

0.00%

0.00%

37.14%

0.00%

0.00%

24.53%

6157

6157

MALTA #57

SACO #79

TOTALS

\$0.00

\$0.00

DISTRICT 3									
SQUADRON	Credit	Year End Goal 2020	Year to Date Total	To reach next target	Year End Total 2019	Percent of Goal	Compared to Last Year		Weeks since last transmittal
GALATA #69	\$0.00	39	0	4	38	0.00%	0.00%		6157
TOTALS		39	0	4	38	0.00%	0.00%		
DISTRICT 4									
SQUADRON	Credit	Year End Goal 2020	Year to Date Total	To reach next target	Year End Total 2019	Percent of Goal	Compared to Last Year		Weeks since last transmittal
LIBBY #97	\$0.00	13	0	2	12	0.00%	0.00%		6157
POLSON #112	\$0.00	17	11	0	16		68.75%	22-Aug	4
TOTALS		30	11	0	28	36.67%	39.29%		
DISTRICT 5									
SQUADRON	Credit	Year End Goal 2020	Year to Date Total	To reach next target	Year End Total 2019	Percent of Goal	Compared to Last Year		Weeks since last transmittal
MISSOULA #27	\$0.00	18	0	2	17	0.00%	0.00%		6157
HAMILTON #47	\$0.00	10	0	1	5	0.00%	0.00%		6157
CONDON #63	\$0.00	10	0	1	3	0.00%	0.00%		6157
CORVALLIS #91	\$0.00	17	0	2	16	0.00%	0.00%		3
STEVENSVILLE #94	\$0.00	42	0	5	41	0.00%	0.00%		(
LOLO #135	\$15.00	27	17	0	26		65.38%	13-Sep	1
TOTALS		124	17	0	108	13.71%			
DISTRICT 6									
SQUADRON	Credit	Year End Goal 2020	Year to Date Total	To reach next target	Year End Total 2019	Percent of Goal	Compared to Last Year		Weeks since last transmitta
BUTTE #1	\$0.00	15	0	2	14	0.00%	0.00%		6157
HELENA #2	\$0.00	102	70	0	101			13-Sep	
ANACONDA #21	\$0.00	19	8	0	18			19-Aug	
TOWNSEND #42	\$37.50	21	15	0	20			28-Aug	

BUTTE #115	\$0.00		10	0	1	5	0.00%	0.00%		6157
TOTALS			167	93	0	158	55.69%			
DISTRICT 7								C1		Weeks
SQUADRON	Credit		Year End Goal 2020	Year to Date Total	To reach next target	Year End Total 2019	Percent of Goal	Compared to Last Year		since last transmittal
BOZEMAN #14	-\$2.00		69	35	0	68	50.72%	51.47%	15-Aug	5
BIG TIMBER #19	\$0.00		15	0		14	0.00%	0.00%		6157
LIVINGSTON #23	\$0.00		29	0		28	0.00%	0.00%		
BELGRADE #30	\$0.00		45	10			22.22%	22.73%	16-Sep	0
MANHATTAN #87	\$0.00		35	18	0		51.43%	52.94%	11-Sep	
BIG SKY #99	\$0.00	GOAL	21	23	0		109.52%	115.00%	29-Jul	7
TOTALS			214	86	0	208	40.19%			
DICTRICTO										
DISTRICT 8 SQUADRON	Credit		Year End Goal 2020	Year to Date Total	To reach next target	Year End Total 2019	Percent of Goal	Compared to Last Year		Weeks since last transmittal
GREAT FALLS #3	\$0.00		19	11	0	18	57.89%	61.11%	6-Sep	
CHOTEAU #6	\$0.00		26	0	3	25	0.00%	0.00%		6157
GERALDINE #102	\$0.00		63	8	0	62	12.70%	12.90%	12-Aug	5
VAUGHN #130	\$0.00	GOAL	19	20	0	18	105.26%	111.11%	26-Aug	3
TOTALS			127	39	0	123	30.71%	31.71%		
DISTRICT 9										
SQUADRON	Credit		Year End Goal 2020	Year to Date Total	To reach next target	Year End Total 2019	Percent of Goal	Compared to Last Year		Weeks since last transmittal
HARLOWTON #15	\$0.00		23	17	0	22	73.91%	77.27%	3-Sep	2
LEWISTOWN #16	\$0.00		141	24	0	140	17.02%	17.14%	4-Sep	2
TOTALS			164	41	0	162	25.00%	25.31%		
DISTRICT 10										

QUADRON	Credit		Year End Goal 2020	Year to Date Total	To reach next target	Year End Total 2019	Percent of Goal	Compared to Last Year		Weeks since last transmittal
ILES CITY #5	\$0.00		10	8	0	9	80.00%	0.31%	17-Sep	0
AKER #35	\$0.00		38	0	4	37	0.00%	0.00%		6157
ORSYTH #39	\$0.00		60	13	0	59	21.67%	22.03%	30-Aug	3
OTALS			108	21	0	105	19.44%	20.00%		
ISTRICT 11										
QUADRON	Credit		Year End Goal 2020	Year to Date Total	To reach next target	Year End Total 2019	Percent of Goal	Compared to Last Year		Weeks since last transmittal
ILLINGS #4	\$0.00		23	2	1	24	8.70%	8.33%	7-Aug	6
ELFRY #84			17	0	2	16	0.00%	0.00%		6157
ILLINGS #117			12	10	0	11	83.33%	90.91%	1-Jul	
AUREL #123	-\$7.50		12	3	0	11	25.00%		22-Jul	
OTALS			64	15	0	62	23.44%	24.19%		
EADQUARTERS										
QS POST #9999		GOAL	0	0	0	0	100.00%	100.00%		6157
OTALS					0		100.00%	100.00%		
OTALS			Year End Goal 2020	Year to Date Total	To reach next target	Year End Total 2019	Percent of Goal	Compared to Last Year		
OTALS			1153	403	0	1121	34.95%	35.95%		