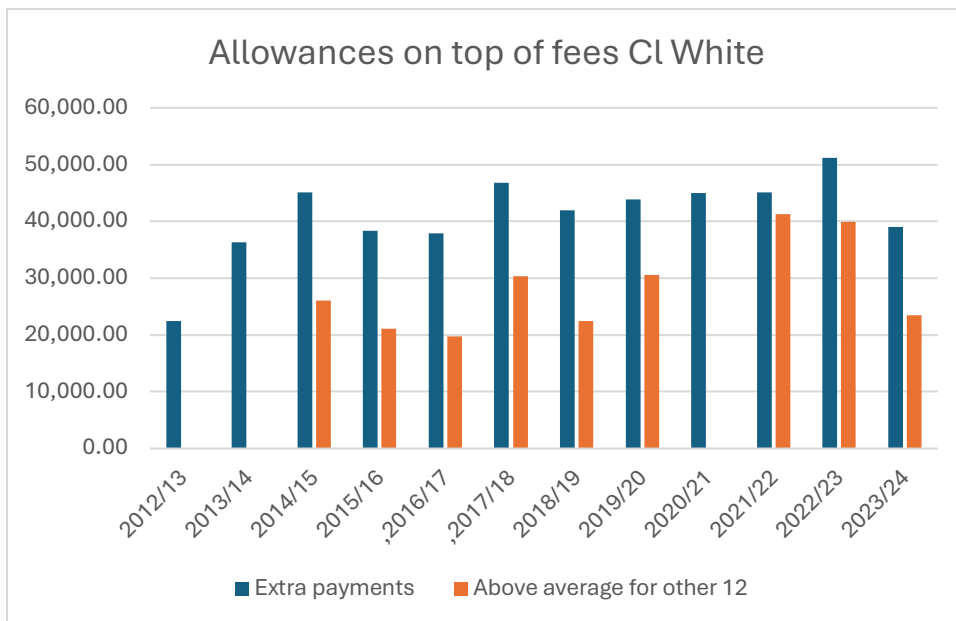


Year	23_24	Average	Dif	22_23	Average	Dif	21-22	Average	Dif	20-21	Average	Dif
Fees	36,180.00			29,035.00			23,446.00			24,474.00		
Phone	943.00	604.25	338.75	1,015.00	519.67	495.33	1,497.00	124.75	1,372.25	1,777.00	640.75	0
Seminars	5,829.00	5,265.42	563.58	11,512.00	4,306.08	7,205.92	12,470.00	1,039.17	11,430.83	7,424.00	3,765.42	
Training	553.00	775.00	-222.00	920.00	698.33	221.67	6,033.00	502.75	5,530.25	400.00	13.00	
Interstate travel	1,419.00	1,885.83	-466.83	4,214.00	1,534.67	2,679.33	0.00	0.00	0.00	0.00	181.17	
Sub and out of pocket	899.00	457.00	442.00	1,312.00	347.67	964.33	219.00	18.25	200.75	0.00	3,783.92	
Travel	28,713.00	6,578.58	22,134.42	32,260.00	3,890.25	28,369.75	24,847.00	2,070.58	22,776.42	35,370.00	-2.67	
Printing	692.00	49.92	642.08	11.00	49.00	-38.00	0.00	0.00	0.00	32.00	0.00	
Total	39,048.00		23,432.00	51,244.00		39,698.33	45,066.00		41,310.50	45,003.00		
Total income	75,228.00			80,279.00			68,512.00			69,477.00		

19-20	Average	Dif	18-19	Average	Dif	17-18	Average	Dif	,16-17	Average	Dif
20,366.00			19,343.00			19,689.00			18,550.00		
1,409.00	752.25	656.75	1,263.00	962.17	300.83	1,367.00	934.17	432.83	872.00	1,050.92	-178.92
4,484.00	1,498.58	2,985.42	8,642.00	4,060.75	4,581.25	12,292.00	4,857.33	7,434.67	9,736.00	4,132.17	5,603.83
92.00	1,667.50	-1,575.50	0.00	675.00	-675.00	900.00	158.33	741.67	0.00	2,725.83	-2,725.83
5,306.00	1,388.92	3,917.08	1,017.00	537.00	480.00	2,100.00	405.50	1,694.50	5,760.00	599.08	5,160.92
1,844.00	630.92	1,213.08	1,541.00	827.92	713.08	1,744.00	888.17	855.83	1,445.00	10,354.92	-8,909.92
30,722.00	7,385.67	23,336.33	29,405.00	12,497.33	16,907.67	28,397.00	9,215.92	19,181.08	20,044.00	-724.25	20,768.25
69.00	42.17	26.83	114.00	0.00	114.00	0.00	0.00	0.00	0.00	0.00	0.00
43,926.00		30,560.00	41,982.00		22,421.83	46,800.00		30,340.58	37,857.00		19,718.33
64,292.00			61,325.00			66,489.00			56,407.00		

15-16	Average	Dif	14-15	Average	Dif	13-14	Average	Dif	,12-13	Average	Dif
18,380.00			17,930.00			17,060.00			13,269.00		
880.00	1,142.92	-262.92	761.00	1,040.00	-279.00	863.00			744.00		
8,402.00	3,570.08	4,831.92	9,220.00	3,709.33	5,510.67	7,947.00			4,758.00		
0.00	0.00	0.00	0.00	0.00	0.00	1,000.00			388.00		
212.00	408.92	-196.92	1,768.00	157.50	1,610.50	588.00			192.00		
618.00	803.42	-185.42	848.00	1,260.83	-412.83	586.00			288.00		
28,193.00	11,120.75	17,072.25	32,507.00	12,799.50	19,707.50	25,337.00			15,887.00		
0.00	135.00	-135.00	50.00	105.33	-55.33	0.00			188.00		
38,305.00		21,123.92	45,154.00		26,081.50	36,321.00		0.00	22,445.00		0.00
56,685.00			63,084.00			53,381.00			35,714.00		



	Above Av	Actual
23/24	\$23,432	\$39,048
22/23	\$39,898	\$51,244
21/22	\$41,311	\$45,066
20/21	\$0	\$45,003
19/20	\$30,560	\$43,926
18/19	\$22,422	\$41,982
17/18	\$30,341	\$46,800
16/17	\$19,718	\$37,857
15/16	\$21,124	\$38,305
14/15	\$26,082	\$45,154
13/14	\$0	\$36,321
,12/13	\$0	\$22,445
Total	\$254,887	\$493,151

	Fees	Allowances	Total	All %
23/24	\$36,180	\$39,048	\$75,228	193%
22/23	\$29,035	\$51,244	\$80,279	157%
21/22	\$23,446	\$45,066	\$68,512	152%
20/21	\$24,474	\$45,003	\$69,477	154%
19/20	\$20,366	\$43,926	\$64,292	146%
18/19	\$19,343	\$41,982	\$61,325	146%
17/18	\$19,689	\$46,800	\$66,489	142%
16/17	\$19,689	\$37,857	\$57,546	152%
15/16	\$18,380	\$38,305	\$56,685	148%
14/15	\$17,930	\$45,154	\$63,084	140%
13/14	\$17,060	\$36,321	\$53,381	147%
,12/13	\$13,269	\$22,445	\$35,714	159%
Total	\$258,861	\$493,151	\$752,012	152%