



Tassel Top Park

2018

End of Season Report

This was a great season at Tassel Top. Mother Nature, as usual, played some weather games with us. It was rainy, cold, hot and humid, sunny and dry but the lake level went down early and stayed down for the season so we were able to run the business and only had to "shut out" people a handful of times. It IS amazing what we can do when we have sand on which to run our business! People, in general, were in a better frame of mind this summer and just loved being able to get out in the sun and relax. The heat and almost constant humidity brought people out in droves and most were grateful to just be at the beach.

We especially thank Barry Alden who does an amazing job maintaining this park. His work ethic and passion for the park is second to none. His primary goal each day is to make the beach and park clean, safe and attractive for all who come. We also are very grateful for Donna Libby who is our weekday morning gate keeper. Everyone loves her and she is always pleasant and accurate. The park would not be anything like it is without these two employees both of whom always show up, do an exceptional job and step up to do extra at the drop of a hat.

We want to thank Rita Theriault and Cathy Ricker who handle the payroll and our money. They do an excellent job and are always willing to help out any way that they can. Also, Public Works who delivered mulch, gravel and loam.

Last, but certainly not least, we thank our Board of Directors. You all are very special in that you value the work that is done here at Tassel Top and you allow us the freedom to do what is needed to keep the park in stellar condition, knowing that we have the park's best interest at heart. We have an excellent reputation for being clean and safe. People seem to really enjoy the "personal touches" that have been created for them, from the water features and seats on the trails, to something as simple as the clothesline for the renters. They also remark about the friendly feeling, where people know your name and sometimes your pass number too! This is therapy for many and also many tell us it is their happy place. They also remark about how far away from the hustle and bustle of life it feels like as soon as they drive down the road....So we thank you for being the Board that you are and for being concerned for more than just the bottom line....You are all appreciated!

Sincerely,

Sue

2018 TASSEL TOP PARK END OF SEASON REPORT

It looks like we had a stellar season this year. The water level was down. We had sand area to spare. There were no bees and though we did get a couple of people with "Swimmer's itch", it was, over all a great season. The water temperature stayed very warm for most of the summer (in the high 70's and 80's). We still get our temp readings from an ex-Coast Guard diver, now combined with the Portland Water District's buoy reading, which this diver also gives us. We are grateful to him for his consistency and duration of readings that helps us all season long.

STAFF:

Barry Alden 13 yrs. (734 hrs.) was awesome as always. Barry is always cheerful and steady, reliable and creative with an amazing work ethic. He constantly uplifts the staff especially on the hottest days and always steps up to any challenge. The park, and by extension, the town, is extremely fortunate to have Barry... **Donna Libby** 7 yrs. (308.25 hrs.) is a life saver, flexible, and the first face that people see on any given weekday morning. She is always cheerful, focused, accurate, pleasant with the people, and can work any position and can stand her ground when necessary. She is another employee that the town should be extremely proud to employ. She is a true treasure!... **Maureen Denig** 2 yrs. (247.75 hrs.) does a great job and prides herself on being orderly and accurate. She loves to talk and is wonderful about giving information to our visitors. She is also excellent at getting the people on the move at the end of the day while collecting the trash. Maureen is a very flexible and valuable employee and has been a great addition to the team.... **Evan Bailey AKA "Stealth"** 2yrs. (123.75 hrs.) is AMAZING!! Evan shares his time generously with both Wind in Pines and us, which has worked out for all parties involved, and has done landscaping, maintenance and beach security. He kept a flexible schedule with us and is 100% reliable, always easy going and cheerful and has plans to return again next season.... **Ryan Firmin** 4 yrs. (105.75 hrs.) is an amazing young man and we have been fortunate to have him the past 4 years. We were his first job and then his extra job. Ryan filled in anywhere and worked in any and all departments and did them all well. This young man is going to go far, studying Architecture and Civil Engineering which sadly is going to prevent him from returning next year. He filled a large need and will be missed... **Donald Kingsley** (200 hrs.) was new this year and had a widely varied back round. He finished painting the gatehouse and trim on all of the cabins as well. He cleaned the cabins each week, having been a custodian at Falmouth Schools, and did our weekend beach security. He was reliable, loved talking to people and was very helpful to all at the beach...**Abby Vaughan** (168.5 hrs.) was also new this year and this was her first job as well. She picked up things almost immediately and did a fabulous job where ever she was stationed. **Pauline Dinsmore** (153 hrs.) Started off pretty well but being pregnant and with a toddler found it hard to be flexible when the weather was "iffy" and quit without notice (will discuss), **Lauren O'Kelley** (171.5) was also new this year and had some health issues but did a good job in the pm gatehouse. ...**Jessica Shaw** (34.25 hrs.) whittled her days to work down to only 1 day a week, and then quit with no notice.

So, with few exceptions, we had a good solid work team of bright and reliable people this season. We have been very fortunate, and again with few exceptions, to have had some really good working teams each year. Being a small operation, it is easy for people to either get along or not get along at all. It can go either way. We are lucky in that our teams have generally gotten along and watched out for each other and felt valued. The one thing that they know when they work here is that they are not a number;

they are a human being with talents to share, and they are appreciated for who they are and for what they do for the park.

BUILDINGS:

GATE HOUSE: The outside got the second/third coat of paint that was started last summer and the trim was also painted, new cash register purchased, new phone and repairs to phone line, after old one suffered a lightning strike

Future: metal roof, not necessary at this time

MAIN CABIN: New faucet for kitchen sink bought and installed, new coffee maker, new toaster, screen door and trim painted

Future: metal roof, not necessary at this time

MIDDLE CABIN: Nearly new twin mattress, set of shelves built and installed to replace apple crates (being used in shed for tools etc.), new lamp, (old lamp base turned into a birdbath base) Trim and screen doors painted.

Future: metal roof, not necessary at this time

THIRD CABIN: Set of shelves built and installed to replace apple crates (being used in the shed)

Future: metal roof, not necessary at this time but this should be the first roof to be redone. Trim and screen doors painted.

RENTAL GROUNDS: Lawns were limed and re-seeded, gardens mulched, 6 new Adirondack chairs

WORK SHED: All good

Future: metal roof, not necessary at this time

WOOD SHED: All good. Renters love this and it is easy with the "wheelie cart" for anyone to get their wood.

Future: Replace "no skid" strips on the ramp

MISC STORAGE SHED: Working great for storing "ugly things" that we may need at a later date and spare wood/firewood able to dry etc.

BIRD'S NEST: All good. Really peaceful resting / chatting place

HISTORY BOARD: All good. Plants planted in the planter this year made it through the season!!

SNACK SHACK: All good. New chest freezer donated by Dave and Donna Libby, kids still love the window so they can see all the toys, no equipment failed and the pond worked fine making 28.00+ in wish money. New sun shelter for deck.

Future: New linoleum on floor but not necessary at this time.

WOMEN'S CHANGING ROOM: Painted sign and put lattice in outside flower bed

Future: New fascia boards and paint trim boards

MEN'S CHANGING ROOM: Painted sign and put lattice in outside flower bed

Future: New fascia boards and paint trim boards

PORT-A-POTTIES: We used 3 regular and 1 handicapped one. We thought there may be a slow leak in one of the regular ones near the end of the season so we had it removed.

BEACH: Water was warm and the level was lower so we had a lot of sand to offer to the visitors. Really made a difference in how many we had to turn away! (Not nearly so many) We did have a few cases of "swimmers itch" but it was handled with a few Facebook Posts, calls to Portland Water District and a sign plus verbal intervention. People were grateful for the heads up. There was one unhappy incident which we can discuss....We were part of the PWD Water Testing Program again this year and once again our counts were extremely low with one exception which was exceptionally high especially for us. After conferring with Laurel Jackson and Chad of PWD it was decided that we should stay open and retest the following week as this reading was an anomaly for us and our water is always moving due to wind and waves in our area. The tester also noted that where she tested there was a group of diapered babies and lots of duck in the water.

5/29=3	6/5=5	6/12=3	6/19=1 (L)	6/26= 7	7/3=3	7/10=17
7/17 closed	7/24=12	7/31=7	8/7=1300 (H)	8/14=3	8/21=15	8/28=58

SWIM LINES: Rope was new this year and was purchased during the winter from Hamilton Marine during their sale. Looked like they were cut by knife or boat motor after season ended and we lost one weight. Swim lines went in the water on 5/16 and were taken out on 9/27

Future: New weight to replace the one lost and tie ropes (replace every year)

PICNIC TABLES: 5 new picnic tables purchased

Future: Replace as needed

GRILLS: Purchased 3 new grills, 2 for the beach and 1 for the renters to replace portable grill. All grills painted before the season.

Future: replace as needed

BOAT MOORING: Was not used this season. I would like to STRONGLY suggest that we delete this from our rental agreements. It has been only been very randomly used over the years and is rarely even requested. It is a liability and invites others with boats to come ashore which we don't allow and have signage for, or use the mooring when people are gone from it using their boats. Most people that rent from us do not have boats, it is enough for them to afford to rent, and if they have boats, they are usually kayaks and/or canoes. Other ones that have had a boat were happy to haul it to Raymond Beach and use it for their rides and then haul it back and park the trailer in our lot. FOR DISCUSSION PLEASE...

GROUNDS: Spruced up 302 with new Tassel Top and OPEN flags as the others were worn and faded. They are taken in every night but being in the sun all day dulls them quickly. Limed and seeded the cabin lawns, put loam in low areas of park and grass seeded, tree limbs trimmed, calcium was never delivered, started to put down mulch in the upper parking lot chute in the areas that will not grow grass and that the turkeys use for their dust baths. It is a start to having a more manicured and interesting look to the chute. More to come next year. Added some plants by the deck of the Snack Shack and under the fence to the road to the beach. We used 7 yards of loam and nearly 22 yards of mulch on lawns and gardens this season.

TRAILS: The trails were worked on extensively. More gravel was put down to smooth out the dips and roots. Stump seats were painted on the top and strategically placed throughout for resting and a meditation platform was also installed and actually used! We have quite a few people who run the trails and then go swimming and love them. Also, people with babies/small children like them for getting out of the sun for a bit. Almost 22 yards of gravel was used this summer on the trails, ruts in the road and other places that needed leveling. Evan and Barry were the masters of clearing, marking, raking, stacking limbs etc. The trails have now been GPS measured at .9 mile long.

Future: Maintain and focus on the opposite side of the road.

RENTALS: We had wonderful tenants this season. Many were old renters returning after some years away who were amazed at what these buildings have become and were so happy to be back. We also had many of our "regulars" and some new ones as well. We had 11 weekly rentals @ 1000.00 = 11,000.00 plus a 2 day rental for 4 people (each family is renting for a week next season) for 300.00 plus 2 more 2 day rentals for 600.00 plus a 1 day rental for 150.00. Total for rentals this year was 12,050.00 which was up by 250.00 from last year. We had 235 rental inquiries at the Gatehouse which is the only place that we keep track but inquiries are also made at the Snack Shack This was down 7 from last year. There were no complaints regarding not having off season rates, with everyone agreeing that the off season is the best and definitely worth the money. We sold 19 carts of firewood = 95.00 for the rentals. We are already booked from June 22nd through Aug 31 2019 (11 weeks) plus 1 week in September. Tenants are expecting to pay 1000.00/wk. for 2019 as per your vote.

Future: If there are any changes for 2020 please vote yay or nay so I will know when I sign people up. I think our rates are fine as they are and affordable for in state and local people as well as out of state people.

HOURS: Our hours continue to work well and best utilize the facilities and our staff.

RATES: Our rates seemed to work well this year. If we go up on anything I would suggest going to 99.00 on the Season Passes.

Our day rates at this time are Child (2-10) =2.00, Adult (11-64) = 6.00 and Senior (65+) 3.00, Active Military with ID 5.00
Season Pass is 95.00

ATTENDANCE: We had 16,353 paying visitors and 542+ babies which is up 2,324 / 76 from last year which was 14,029/466

RENTAL RATES: Discussed under Rentals

SEASON PASSES: We sold 96 passes this year which was down from 107 last year. I think the inclement weather that we had early in the season worried some people who did state at the end of the season that "I should have bought a pass!!!" and said they will next year. See attached sheet regarding pass usage.

MULE: Was taken by DPW for service on 3/22 and was returned serviced and with new tires on May 10th. Starting mileage was for 2018 was 1193.4 Ending mileage was 1307.5 (Oct 3rd) (114.1 miles put on this season)

Future: New Mule? If not request is being made that service be done on mule so we have it to start the season by April 15th.

TRUCK: Received truck on 5/30. Worked fine and was appreciated. Needs an oil change. Starting mileage 108,358 and ending mileage was 111,233 (Oct 3) 1000.00 was transferred to the "truck account" at the first of July.

INCIDENTS:

- Woman in park twice drinking beer and smoking and already on something. She was picked up the first time. The second time was told to leave and not return.
- Our boat was stolen and sunk in front of Phyllis beach. We keep it tied by the fence at WIP end of the beach and I have always insisted that we take the plug out. So, whoever took it must have been surprised! Some one tried again but it was now double chained to the fence.
- Large group of kids had party at the rental end of the beach. Drinking, loud music, pot smoking, swearing and throwing rocks at the ducks, one of whom was wounded. Sheriffs called and by the time they got there the kids had left/hidden in their cars and all got away. Was posted on FB and some parents also put out feelers and although none were caught they were scared enough to not return.
- Drunk man in incapacitated boat drifted over swim lines after he threw out his anchor only to find that it had no rope attached to it. Sheriffs/wardens called in. Man sent home with son who drove in to get him and boat retrieved the next morning.
- Had an issue with a man whose grandchild got swimmer's itch. Made a case of it on Facebook so was banned/blocked and then called and threatened head Ranger.
- Lady with teenage girls tried to drop them off and was denied and made an issue of this.
- We had issues with 2 ice cream trucks in the park. One woman was very nice and unaware. The man, who came down to the Snack Shack after telling the gate house person that I gave him permission (I did not) was very rude and argumentative saying he had a permit from Raymond to operate. Gave him 2 Options... Option A Go to Raymond Beach Option B I call the police...He took Option A and left on his own.

MISCELLANEOUS:

- Spring Board meeting in main cabin on 5/29
- Opening day was May 25th Last day of the season was Sept 9th
- Port-a-Potties delivered May 22nd and last one removed Oct 1st
- Dumpster service began on May 30th ended on Oct 1
- Sent out rental balance notes in early May
- Spectrum put in new converter box for cabin TV- Free
- Windham, Gorham, and Arundel Rec. departments here
- Laptop worked pretty well
- Facebook is up to 1645 "Likes" and 1626 follow us. It is generally a good tool and well received. Did have one issue with it this summer and now I erase any comments that are made and block anyone who is rude.
- Bill Blood made an outstanding video about the park.
- Lots of downed trees/limbs etc. after windstorm this winter.
- Plaque for Jim Hall researched. Discuss.
- New log border around chute flag pole. Will need new US Flag in the spring.

- Took up 4x4 walkway borders in parking lot and painted the upright 4x4s yellow so people would know that they were walkways. The old ones were rotting and the spikes were coming up.
- Due to the extreme heat and humidity the wildlife mostly stayed in the woods and only sporadically made their presence known. We have a good solid and a very apparently healthy variety of wild things all with seemingly expanding numbers.
- We had lots of birthday parties and a couple of family reunions at the beach and a baptism happened before we could figure things out.
- Gave an award to the Raymond Village Library which was turned in and they gave us ¾ of a truck bed full of plants.
- We had lots of help for July 4th and things went the best that they ever have.
- Barry built bird houses for the gardens.
- 700 Brochures this season.
- We have had a large up tick of Seniors this year. They have all said that they love the cleanliness and safe feeling of the place as well as the quiet and peace. We have been told by a lot of people that there is a "special vibe" when you come into the park, happy, peaceful, quiet, fun. Bill Blood, our videographer, was one who was just amazed at what was here.
- RENTAL BATH left out but all is well there....FUTURE Skylight in roof over shower.

FOR THE BOARD:

- *Bonus for Barry
- *Discuss Roofs
- *Plaque for Jim Hall
- *Suggestions for By-Laws

SNACK SHACK REPORT.....SEE ATTACHMENT
 SEASON PASS REPORT.....SEE ATTACHMENT
 FINANCIAL REPORT.....SEE ATTACHMENT

Tassel Top is a special place to so many people including the staff that works here. People like the esthetics, the quiet and serenity and the happy, peaceful feel that is all part of what we try to pass along to those who come here. They like that is it the cleanest beach around and as safe as we can make it. The ones who come here often, our "regulars" love that we know them and call them by name and also like that the park has rules that are enforced, and standards that are fair for everyone. Tassel Top is an enterprise business of the town but it is so much more. It is different in so many ways from other businesses and parks, and we are proud of the work that we have done to make it this way and also proud and privileged to be able to work here. It is wonderful to know, that what we do matters so much, to so many and really makes a difference in so many lives, young and old. We thank our Board for trusting us with its care and upkeep and allowing us the liberty to manage this unique place in concert with the special spirit of the park.

Sincerely,

Sue

SNACK SHACK TOTALS

VENDORS

All Time Trading.....173.43
Capital Candy.....1184.73
Coke.....1147.80
Dollar Tree.....376 .60
Oriental Trading Co.....36.46
Schwanns.....572.99
Sure Winner.....1383.78
Swim Outlet.....208.41

TOTAL VENDORS.....5084.20

TOTAL REFUNDS

Coke.....719.26
Schwanns.....86.94
Cap. Candy..... ???

TOTAL REFUNDS.....806.20

HOURS: All were paid 10.00 except Donna (11.00)

Abby.....118.5 = 1185.00
Donna.....36 = 396.00
Jessica.....29.75 = 297.50
Lauren.....6 = 60.00
Maureen.....99 = 990.00
Pauline.....93 = 930.00

TOTAL HOURS = 382.25

TOTAL WAGES..... 3858.50
TOTAL VENDORS5084.20
TOTAL EXPENSES.....8942.70

TOTAL INCOME.....6054.85
TOTAL REFUNDS.....806.20
TOTAL INCOME.....6861.05
MINUS EXPENSES.....8942.70
TOTAL FOR ALL..... -2081.65

As you can see this was not the Snack Shack's best season. Inclement weather at the beginning and the end of the season was the primary issue. I will make adjustment in the spring with pricing and may change a couple of the vendors after research this winter. I also think that the increase in minimum wage was a detriment.

You will also note that there is no refund from Capital Candy at this time. I am getting that straightened out with the owner of the company. We were told at the beginning of the season that unused/unopened product could be returned for refund as we have always done. The GM has decided at the end of the season that this is not happening. I will email refund amount and adjustments when/if I get them.

The Snack Shack is an extremely popular part of Tassel Top and is good for public relations as well as additional security.

SEASON PASS YEAR END TOTALS FOR 2018 PASS FEE \$ 95.00

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PASS#	ADULT	X 6.00	CHILD	X 2.00	SR	X 3.00	TOTAL	-TOTAL WE GOT	+TOTAL THEY SAVED	EXTRAS
140	6	36.00	5	10.00	0	—	46.00	49.00	—	—
141	5	30.00	—	—	—	—	30.00	65.00	—	—
142	20	120.00	—	—	2	6.00	126.00	—	31.00	—
143	99	594.00	—	—	1	3.00	597.00	—	502.00	—
144	32	192.00	9	18.00	—	—	210.00	—	115.00	—
145	10	60.00	1	2.00	—	—	62.00	33.00	—	—
146	38	228.00	7	14.00	—	—	242.00	—	147.00	2XC=4.00
147	27	162.00	7	14.00	—	—	176.00	—	81.00	—
148	39	234.00	—	—	—	—	234.00	—	139.00	—
149	10	60.00	1	2.00	—	—	62.00	33.00	—	—
150	21	126.00	42	84.00	—	—	210.00	—	115.00	4XC=8.00
151	16	96.00	—	—	—	—	96.00	—	1.00	—
152	13	78.00	1	2.00	—	—	80.00	15.00	—	—
153	9	54.00	11	22.00	—	—	76.00	19.00	—	—
154	38	228.00	—	—	—	—	228.00	—	133.00	1XA=6.00
155	—	V	—	0	—	I	—	D	changed to	219
156	4	24	—	—	—	—	24.00	71.00	—	—
157	26	156.00	—	—	—	—	156.00	—	61.00	1XA=6.00
158	—	V	—	0	—	I	—	D	pass never	filled out
159	15	90.00	24	48.00	—	—	138.00	—	43.00	—
160	8	48.00	3	6.00	—	—	54.00	41.00	—	2XC=4.00
161	30	180.00	—	—	—	—	180.00	—	85.00	—
162	20	120.00	13	26.00	—	—	146.00	—	57.00	—
163	23	138.00	26	52.00	—	—	190.00	—	95.00	1XC=2.00
164	19	114.00	26	52.00	—	—	166.00	—	71.00	13XC=26.00
165	34	204.00	—	—	—	—	204.00	—	109.00	—
166	37	222.00	1	2.00	—	—	224.00	—	129.00	—
167	10	60.00	5	10.00	—	—	70.00	25.00	—	—
168	23	138.00	—	—	—	—	138.00	—	43.00	—
TOTAL	—	—	—	—	—	—	4165.00	351.00	1951.00	—

SEASON PASS YEAR END TOTALS FOR 2018 PASS FEE \$ 95.00

(2)

PASS#	ADULT	X 6.00	CHILD	X 2.00	SR	X 3.00	TOTAL	-TOTAL we get	+TOTAL They sowed	EXTRAS
169	4	24.00	4	8.00	-	-	32.00	63.00	-	-
17	12	72.00	9	18.00	-	-	90.00	5.00	-	-
171	31	186.00	2	4.00	-	-	190.00	-	95.00	-
172	31	186.00	13	26.00	-	-	212.00	-	117.00	-
173	11	66.00	11	22.00	-	-	88.00	7.00	-	1XC=2.00
174	5	30.00	8	16.00	-	-	46.00	49.00	-	-
175	-	0	-	0	-	0	-	95.00	never was used	-
176	15	90.00	16	32.00	-	-	122.00	-	27.00	1XC=2.00
177	16	96.00	7	14.00	-	-	110.00	-	15.00	-
178	15	90.00	20	40.00	-	-	130.00	-	35.00	1XA=6.00 1XC=2.00
179	26	156.00	12	24.00	-	-	180.00	-	90.00	2XC=2.00
180	9	54.00	0	-	-	-	54.00	41.00	-	-
181	44	264.00	18	36.00	-	-	300.00	-	205.00	4XA=8.00 2XC=4.00
182	55	330.00	-	-	-	-	330.00	-	235.00	1XC=2.00
183	11	66.00	8	16.00	-	-	82.00	13.00	-	-
184	20	120.00	1	2.00	-	-	122.00	-	27.00	-
185	19	114.00	1	2.00	-	-	116.00	-	21.00	3XC=6.00
186	10	60.00	7	14.00	-	-	74.00	21.00	-	-
187	21	126.00	33	66.00	-	-	192.00	-	97.00	4XC=8.00
188	17	102.00	2	4.00	-	-	106.00	-	11.00	-
189	11	66.00	4	8.00	-	-	74.00	21.00	-	-
190	6	36.00	-	-	-	-	36.00	59.00	-	-
191	10	60.00	10	20.00	-	-	80.00	15.00	-	-
192	17	102.00	10	20.00	-	-	122.00	-	27.00	1XC=2.00
193	22	132.00	-	-	-	-	132.00	-	37.00	-
194	27	162.00	2	4.00	-	-	166.00	-	71.00	-
195	11	66.00	8	16.00	-	-	82.00	13.00	-	1XC=2.00
196	9	54.00	11	22.00	-	-	76.00	19.00	-	13XC=26.00
197	26	156.00	-	-	-	-	156.00	-	61.00	-
							3595.00	326.00	1171.00	

SEASON PASS YEAR END TOTALS FOR 2018 PASS FEE \$ 95.00

(3)

PASS#	ADULT	X6.00	CHILD	X 2.00	SR	X 3.00	TOTAL	-TOTAL we got	+TOTAL They saved	EXTRAS
198	68	408.00	4	8.00	-	-	416.00	-	321.00	-
199	29	174.00	22	44.00	-	-	218.00	-	123.00	-
200	11	66.00	17	34.00	-	-	100.00	-	5.00	4XC=8.00
201	14	84.00	5	10.00	-	-	94.00	1.00	-	-
202	15	90.00	26	40.00	-	-	130.00	-	35.00	3XC=6.00
203	14	84.00	15	30.00	-	-	114.00	-	19.00	-
204	25	150.00	1	2.00	4	12.00	164.00	-	69.00	1XC=2.00
205	10	60.00	-	-	-	-	60.00	35.00	-	-
206	21	126.00	-	-	-	-	126.00	-	31.00	-
207	22	132.00	18	36.00	-	-	168.00	-	73.00	3XC=6.00
208	4	24.00	2	4.00	-	-	28.00	67.00	-	-
209	18	108.00	-	-	-	-	108.00	-	13.00	-
210	25	150.00	-	-	-	-	150.00	-	55.00	-
211	26	156.00	-	-	-	-	156.00	-	61.00	-
212	14	84.00	5	10.00	-	-	94.00	1.00	-	-
213	21	126.00	-	-	-	-	126.00	-	31.00	-
214	15	90.00	24	48.00	-	-	138.00	-	43.00	3XC=6.00
215	11	66.00	12	24.00	-	-	90.00	5.00	-	1XC=2.00
216	14	84.00	3	6.00	-	-	90.00	5.00	-	-
217	20	120.00	3	6.00	1	3.00	129.00	-	34.00	1XC=2.00
218	36	216.00	-	-	-	-	216.00	-	121.00	-
219	26	156.00	-	-	-	-	156.00	-	61.00	1XC=2.00
220	11	66.00	4	8.00	-	-	74.00	21.00	-	-
221	32	192.00	1	2.00	-	-	194.00	-	99.00	-
222	7	42.00	14	28.00	-	-	70.00	25.00	-	-
223	14	84.00	6	12.00	-	-	96.00	-	1.00	1XA=6.00
224	19	114.00	13	26.00	1	3.00	141.00	-	46.00	-
225	17	102.00	-	-	-	-	102.00	-	7.00	1XA=6.00
226	23	138.00	14	28.00	-	-	166.00	-	71.00	3XC=6.00
							3914.00	160.00	1319.00	

PASS# ADULT X6.00 CHILD X2.00 SR X3.00 TOTAL -TOTAL +TOTAL EXTRAS

- Summary -

If people paid individually each trip =	12,724.00
99 passes - 3 voided = 96 passes @ 95.00	9,120.00
We lost by selling passes	3,604.00

Their gain	4566.00
Our gain	1107.00
	3459 our total loss

we sold 107 passes
 this year we sold 96 passes @ 95.00 = 9120.00
 1 fewer passes sold this year. - 3459.00 our loss
 5661.00 We made on passes