

**NYS Thoroughbred Breeding and Development Fund
2021 Budget Summary**

	Budget Totals	% of rev	\$ change from 2019	% change from 2019
Revenue (does NOT include interest income)				
2021 Budget	19,206,655		(215,774)	-1.11%
2019	19,422,429			
2018	19,534,438			
Expense - Breeder Awards (max 65%)				
2021 Budget	10,512,000	54.7%	3,950	0.04%
2019	10,508,050	54.1%		
2018	10,580,813	54.2%		
Expense - Stallion Awards (max 20%)				
2021 Budget	2,590,784	13.5%	(1,678)	-0.06%
2019	2,592,462	13.3%		
2018	2,616,469	13.4%		
Expense - Owner Awards (max 40%)				
2021 Budget	2,187,000	11.4%	4,974	0.23%
2019	2,182,026	11.2%		
2018	1,837,407	9.4%		
Expense - Administrative (max 5%)				
2021 Budget	798,029	4.2%	130,461	19.54%
2019	667,568	3.4%		
2018	640,793	3.3%		
Expense - Promotion (max 6%)				
2021 Budget	1,150,419	6.0%	22,515	2.00%
2019	1,127,905	5.8%		
2018	1,092,667	5.6%		
Expense - H. Zweig Memorial Fund				
2021 Budget	384,133	2.0%	(4,315)	-1.11%
2019	388,449	2.0%		
2018	390,689	2.0%		
Expense - FL breakage				
2021 Budget	84,289	0.4%	(5,380)	-6.00%
2019	89,669	0.5%		
2018	97,166	0.5%		
Expense - Purse Enrichment				
2021 Budget	1,500,000	7.8%	(200,000)	-11.76%
2019	1,700,000	8.8%		
2018	1,700,000	8.7%		
Operating Income				
2021 Budget	0			

**NYS Thoroughbred Breeding and Development Fund
2021 Budget Workpapers - Revenue Summary**

		Actual	Actual	Actual	Actual	Actual	Budget	2021 Budget	2019	2018	2017	2016	2015	
		2015	2016	2017	2018	2019	2021	% of total	% of total	% of total	% of total	% of total	% of total	
								revenues	revenues	revenues	revenues	revenues	revenues	
ADW	Assumes 2019 revenue levels (rounded)													
		858,982	863,223	929,863	1,015,302	1,021,060	1,021,000	5.3%	5.3%	5.2%	4.8%	4.0%	3.9%	
	\$ change	(70,943)	4,241	66,640	85,439	5,758	(60)							
	% change	-7.6%	0.5%	7.7%	9.2%	0.6%	0.0%							
Breakage	Assumes a 6% in-state decrease and 3% out-of-state decrease from 2019 totals (5 yr average)													
in-state		168,910	151,713	139,201	129,554	119,559	112,385							
out-of-state		328,397	317,300	307,536	314,442	286,261	277,673							
total		497,307	469,013	446,737	443,996	405,820	390,058	2.0%	2.1%	2.3%	2.3%	2.2%	2.3%	
	\$ change	(29,004)	(28,294)	(22,276)	(2,741)	(38,176)	(15,761)							
	% change	-5.5%	-5.7%	-4.7%	-0.6%	-8.6%	-3.9%							
Handle	2021 budget balances for handle are based on past performances and industry trends.													
NYRA		3,727,228	3,661,430	3,703,999	3,575,173	3,454,777	3,368,407	17.5%	17.8%	18.3%	19.0%	16.9%	17.0%	
	\$ change	(68,777)	(65,798)	42,569	(128,825)	(120,396)	(86,369)							
	% change	-1.8%	-1.8%	1.2%	-3.5%	-3.3%	-2.5%							
FL		92,131	80,821	72,926	69,986	65,282	61,496	0.3%	0.3%	0.4%	0.4%	0.4%	0.4%	
	\$ change	(5,050)	(11,310)	(7,895)	(2,941)	(4,704)	(3,786)							
	% change	-5.2%	-12.3%	-9.8%	-4.0%	-6.7%	-5.8%							
OTBs		2,200,602	2,059,782	1,935,647	1,845,168	1,707,126	1,630,305	8.5%	8.8%	9.4%	9.9%	9.5%	10.0%	
	\$ change	(89,786)	(140,820)	(124,135)	(90,478)	(138,043)	(76,821)							
	% change	-3.9%	-6.4%	-6.0%	-4.7%	-7.5%	-4.5%							
others		238,227	223,209	212,563	192,837	179,357	170,389	0.9%	0.9%	1.0%	1.1%	1.0%	1.1%	
	\$ change	2,577	(15,018)	(10,646)	(19,726)	(13,480)	(8,968)							
	% change	1.1%	-6.3%	-4.8%	-9.3%	-7.0%	-5.0%							
total		6,258,188	6,025,242	5,925,135	5,683,164	5,406,541	5,230,597	27.2%	27.8%	29.1%	30.4%	27.8%	28.5%	
	\$ change	(161,035)	(232,946)	(100,107)	(241,971)	(276,623)	(175,944)							
	% change	-2.5%	-3.7%	-1.7%	-4.1%	-4.9%	-3.3%							
VLT - RW	Assumes 2019 revenue levels including recapture (rounded)													
		12,468,342	12,547,670	10,681,666	10,944,395	11,140,525	11,100,000	57.8%	57.4%	56.0%	54.9%	58.0%	56.8%	
	\$ change	348,510	79,328	(1,866,004)	262,729	196,130	(40,525)							
	% change	2.9%	0.6%	-14.9%	2.5%	1.8%	-0.4%							
VLT-FL	Assumes 2019 revenue levels (rounded)													
		1,701,395	1,610,589	1,343,554	1,303,081	1,313,883	1,315,000	6.8%	6.8%	6.7%	6.9%	7.4%	7.7%	
	\$ change	(227,508)	(90,806)	(267,035)	(40,473)	10,802	1,117							
	% change	-11.8%	-5.3%	-16.6%	-3.0%	0.8%	0.1%							
Reg/Web Fees		171,200	131,550	143,000	144,500	134,600	150,000	0.8%	0.7%	0.7%	0.7%	0.6%	0.8%	
	\$ change	(1,000)	(39,650)	11,450	1,500	(9,900)	15,400							
	% change	-0.6%	-23.2%	8.7%	1.0%	-6.9%	11.4%							
TOTALS		21,955,414	21,647,287	19,469,955	19,534,438	19,422,429	19,206,655	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	
	\$ change	(140,979)	(308,127)	(2,177,332)	64,484	(112,009)	(215,774)							
	% change	-0.6%	-1.4%	-10.1%	0.3%	-0.6%	-1.1%							

**NYS Thoroughbred Breeding and Development Fund
2021 Budget Workpapers - Award History 2015 - 2019**

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total
BREEDERS													
2021 Budget/Actual Awards													
Awards:501 - Breeder Awards	482,000	615,000	563,000	690,000	955,000	1,125,000	977,000	1,160,000	1,105,000	1,105,000	1,045,000	690,000	10,512,000
\$ change from PY	1,390	924	200	3,999	(1,730)	(1,819)	(2,570)	3,542	2,430	(1,535)	(393)	(490)	3,950
% change from PY	0.3%	0.2%	0.0%	0.6%	-0.2%	-0.2%	-0.3%	0.3%	0.2%	-0.1%	0.0%	-0.1%	0.0%
2019 Awards													
Awards:501 - Breeder Awards	480,610	614,076	562,800	686,001	956,730	1,126,819	979,570	1,156,458	1,102,570	1,106,535	1,045,393	690,490	10,508,050
\$ change from PY	19,030	126,688	54,832	57,370	44,200	(3,887)	(39,333)	(375,136)	87,680	(181,750)	46,507	91,034	(72,763)
% change from PY	4.1%	26.0%	10.8%	9.1%	4.8%	-0.3%	-3.9%	-24.5%	8.6%	-14.1%	4.7%	15.2%	-0.7%
2018 Awards													
Awards:501 - Breeder Awards	461,580	487,388	507,968	628,631	912,530	1,130,706	1,018,902	1,531,594	1,014,889	1,288,284	998,886	599,456	10,580,813
\$ change from PY	(102,780)	(51,780)	71,483	(160,772)	(66,164)	117,740	(183,123)	191,230	(8,428)	70,167	71,000	(20,442)	(71,870)
% change from PY	-18.2%	-9.6%	16.4%	-20.4%	-6.8%	11.6%	-15.2%	14.3%	-0.8%	5.8%	7.7%	-3.3%	-0.7%
2017 Awards													
Awards:501 - Breeder Awards	564,360	539,168	436,485	789,403	978,694	1,012,966	1,202,025	1,340,364	1,023,317	1,218,118	927,886	619,898	10,652,683
\$ change from PY	14,565	18,383	(87,248)	47,797	(108,191)	68,293	25,564	(38,609)	29,533	(92,579)	17,993	(11,493)	(115,992)
% change from PY	2.6%	3.5%	-16.7%	6.4%	-10.0%	7.2%	2.2%	-2.8%	3.0%	-7.1%	2.0%	-1.8%	-1.1%
2016 Awards													
Awards:501 - Breeder Awards	549,795	520,785	523,733	741,606	1,086,885	944,673	1,176,461	1,378,973	993,784	1,310,697	909,893	631,390	10,768,675
\$ change from PY	114,330	100,680	72,437	(12,707)	(16,343)	(17,160)	26,277	(18,869)	(136,265)	(38,598)	(131,274)	(223,683)	(281,174)
% change from PY	26.3%	24.0%	16.1%	-1.7%	-1.5%	-1.8%	2.3%	-1.3%	-12.1%	-2.9%	-12.6%	-26.2%	-2.5%
2015 Awards													
Awards:501 - Breeder Awards	435,465	420,105	451,296	754,313	1,103,228	961,833	1,150,184	1,397,842	1,130,049	1,349,295	1,041,167	855,073	11,049,849
\$ change from PY	(93,795)	14,995	(231,569)	39,783	9,919	(103,153)	35,183	(81,646)	100,678	101,116	1,380	191,586	(15,524)
% change from PY	-17.7%	3.7%	-33.9%	5.6%	0.9%	-9.7%	3.2%	-5.5%	9.8%	8.1%	0.1%	28.9%	-0.1%
average 2015-2019	498,362	516,304	496,456	719,991	1,007,613	1,035,399	1,105,428	1,361,046	1,052,922	1,254,586	984,645	679,261	10,712,014

**NYS Thoroughbred Breeding and Development Fund
2021 Budget Workpapers - Award History 2015 - 2019**

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total
STALLIONS													
2021 Budget Awards													
Awards:502 - Stallion Awards	121,000	158,000	125,000	170,000	241,000	295,000	255,000	270,000	264,784	246,000	270,000	175,000	2,590,784
\$ change from PY	(134)	(60)	(2,155)	(176)	(845)	863	830	(64)	1,974	(452)	519	(1,979)	(1,678)
% change from PY	-0.1%	0.0%	-1.7%	-0.1%	-0.3%	0.3%	0.3%	0.0%	0.8%	-0.2%	0.2%	-1.1%	-0.1%
2019 Awards													
Awards:502 - Stallion Awards	121,134	158,060	127,155	170,176	241,845	294,137	254,170	270,064	262,810	246,452	269,481	176,979	2,592,462
\$ change from PY	(3,866)	47,470	(8,175)	31,075	4,801	15,317	25,376	(72,237)	7,053	(81,717)	(2,480)	13,379	(24,006)
% change from PY	-3.1%	42.9%	-6.0%	22.3%	2.0%	5.5%	11.1%	-21.1%	2.8%	-24.9%	-0.9%	8.2%	-0.9%
2018 Awards													
Awards:502 - Stallion Awards	125,000	110,590	135,330	139,101	237,044	278,821	228,794	342,301	255,757	328,170	271,961	163,600	2,616,469
\$ change from PY	(13,420)	(27,890)	26,720	(52,927)	(9,743)	15,832	(78,243)	53,517	634	50,767	38,000	(2,720)	526
% change from PY	-9.7%	-20.1%	24.6%	-27.6%	-3.9%	6.0%	-25.5%	18.5%	0.2%	18.3%	16.2%	-1.6%	0.0%
2017 Awards													
Awards:502 - Stallion Awards	138,420	138,480	108,610	192,028	246,787	262,989	307,037	288,784	255,123	277,403	233,962	166,320	2,615,942
\$ change from PY	6,430	4,790	(27,020)	(731)	(15,050)	13,125	26,246	(31,218)	16,363	(35,548)	(9,895)	8,300	(44,208)
% change from PY	4.9%	3.6%	-19.9%	-0.4%	-5.7%	5.3%	9.3%	-9.8%	6.9%	-11.4%	-4.1%	5.3%	-1.7%
2016 Awards													
Awards:502 - Stallion Awards	131,990	133,690	135,630	192,759	261,837	249,865	280,791	320,002	238,760	312,951	243,856	158,020	2,660,150
\$ change from PY	44,600	28,800	22,773	23,119	(3,888)	(1,611)	5,000	(10,009)	(42,481)	894	(25,490)	(70,940)	(29,234)
% change from PY	51.0%	27.5%	20.2%	13.6%	-1.5%	-0.6%	1.8%	-3.0%	-15.1%	0.3%	-9.5%	-31.0%	-1.1%
2015 Awards													
Awards:502 - Stallion Awards	87,390	104,890	112,858	169,640	265,725	251,476	275,791	330,011	281,241	312,058	269,346	228,960	2,689,384
\$ change from PY	(42,840)	14,310	(43,863)	(11,677)	(17,661)	(11,163)	11,147	20,292	52,420	28,483	8,075	58,947	66,470
% change from PY	-32.9%	15.8%	-28.0%	-6.4%	-6.2%	-4.3%	4.2%	6.6%	22.9%	10.0%	3.1%	34.7%	2.5%
average 2015-2019	120,787	129,142	123,916	172,741	250,647	267,457	269,316	310,232	258,738	295,407	257,721	178,776	2,634,881

NYS Thoroughbred Breeding and Development Fund
 2021 Budget Workpapers - Award History 2015 - 2019

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total
OWNERS													
2021 Budget Awards													
Awards:503 - Owner Awards	51,000	54,000	92,000	164,000	184,000	335,000	242,000	165,000	215,000	236,000	272,000	177,000	2,187,000
\$ change from PY	188	779	274	895	322	20	178	97	285	863	851	223	4,974
% change from PY	0.4%	1.5%	0.3%	0.5%	0.2%	0.0%	0.1%	0.1%	0.1%	0.4%	0.3%	0.1%	0.2%
2019 Awards													
Awards:503 - Owner Awards	50,812	53,221	91,726	163,105	183,678	334,980	241,822	164,903	214,715	235,137	271,150	176,777	2,182,026
\$ change from PY	18,392	21,901	(16,274)	23,307	45,133	106,178	30,804	(117,522)	79,360	53,079	35,279	64,982	344,620
% change from PY	56.7%	69.9%	-15.1%	16.7%	32.6%	46.4%	14.6%	-41.6%	58.6%	29.2%	15.0%	58.1%	18.8%
2018 Awards													
Awards:503 - Owner Awards	32,420	31,320	108,000	139,798	138,545	228,802	211,018	282,425	135,355	182,058	235,871	111,796	1,837,407
\$ change from PY	(39,540)	(28,850)	31,450	(87,905)	(22,322)	54,532	(7,897)	97,889	(18,658)	(13,105)	55,845	(6,415)	15,024
% change from PY	-54.9%	-47.9%	41.1%	-38.6%	-13.9%	31.3%	-3.6%	53.0%	-12.1%	-6.7%	31.0%	-5.4%	0.8%
2017 Awards													
Awards:503 - Owner Awards	71,960	60,170	76,550	227,703	160,867	174,270	218,915	184,536	154,013	195,162	180,026	118,210	1,822,382
\$ change from PY	(39,440)	4,660	12,580	117,073	13,743	(23,073)	(24,529)	(38,472)	30,915	45,598	7,939	4,770	111,764
% change from PY	-35.4%	8.4%	19.7%	105.8%	9.3%	-11.7%	-10.1%	-17.3%	25.1%	30.5%	4.6%	4.2%	6.5%
2016 Awards													
Awards:503 - Owner Awards	111,400	55,510	63,970	110,630	147,124	197,343	243,444	223,008	123,098	149,564	172,087	113,440	1,710,618
\$ change from PY	59,230	32,050	(5,780)	(42,880)	(32,353)	(23,956)	15,981	50,782	(27,457)	(36,836)	(46,063)	(49,879)	(107,161)
% change from PY	113.5%	136.6%	-8.3%	-27.9%	-18.0%	-10.8%	7.0%	29.5%	-18.2%	-19.8%	-21.1%	-30.5%	-5.9%
2015 Awards													
Awards:503 - Owner Awards	52,170	23,460	69,750	153,510	179,477	221,299	227,463	172,226	150,555	186,400	218,150	163,319	1,817,779
\$ change from PY	(5,320)	(47,910)	(12,890)	8,796	31,234	12,622	69,072	(86,542)	(18,054)	51,532	64,907	43,816	111,263
% change from PY	-9.3%	-67.1%	-15.6%	6.1%	21.1%	6.0%	43.6%	-33.4%	-10.7%	38.2%	42.4%	36.7%	6.5%
average 2015-2019	63,752	44,736	81,999	158,949	161,938	231,339	228,533	205,420	155,547	189,664	215,457	136,708	1,874,042
2019 TOTAL AWARDS													
2019 TOTAL AWARDS	652,556	825,356	781,680	1,019,282	1,382,252	1,755,936	1,475,562	1,591,424	1,580,095	1,588,124	1,586,023	1,044,246	15,282,538
2018 TOTAL AWARDS													
2018 TOTAL AWARDS	619,000	629,298	751,298	907,530	1,288,119	1,638,328	1,458,714	2,156,319	1,406,002	1,798,511	1,506,718	874,851	15,034,688
2017 TOTAL AWARDS													
2017 TOTAL AWARDS	774,740	737,818	621,645	1,209,134	1,386,348	1,450,225	1,727,978	1,813,684	1,432,453	1,690,683	1,341,873	904,428	15,091,008
2016 TOTAL AWARDS													
2016 TOTAL AWARDS	793,185	709,985	723,333	1,044,995	1,495,846	1,391,881	1,700,695	1,921,983	1,355,642	1,773,212	1,325,836	902,850	15,139,443
2015 TOTAL AWARDS													
2015 TOTAL AWARDS	575,025	548,455	633,903	1,077,463	1,548,430	1,434,608	1,653,438	1,900,079	1,561,845	1,847,753	1,528,663	1,247,351	15,557,012

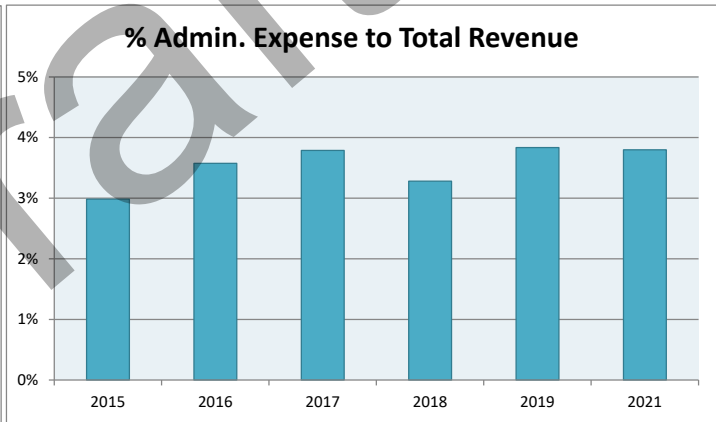
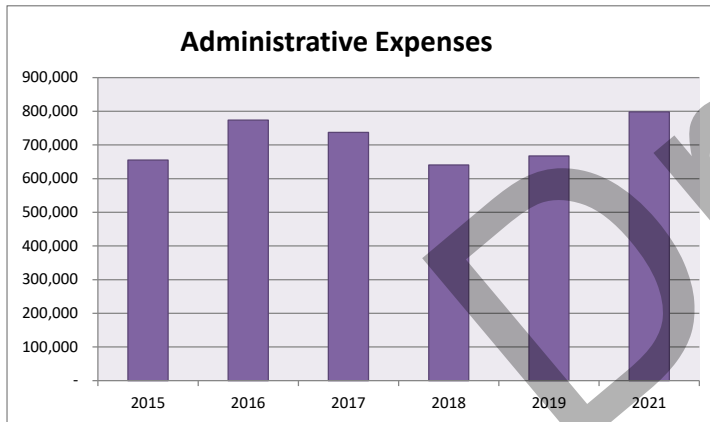
HIGHEST
 LOWEST

NYS Thoroughbred Breeding Development Fund
2021 Budget Workpapers - Administrative Expenses (summary)

	<u>2015</u> actual	<u>2016</u> actual	<u>2017</u> actual	<u>2018</u> actual	<u>2019</u> actual	<u>2021</u> budget
Total Operating Revenue	21,955,413	21,647,287	19,469,955	19,534,438	19,422,429	19,206,655

Administrative Expenses (4%-5% of revenue)

	<u>2015</u>	% of revenue	<u>2016</u>	% of revenue	<u>2017</u>	% of revenue	<u>2018</u>	% of revenue	<u>2019</u>	% of revenue	<u>2021</u>	% of revenue
Depreciation/Amortization	8,058	0.04%	12,674	0.06%	21,297	0.11%	23,633	0.12%	23,001	0.12%	27,873	0.15%
	(498)	-5.8%	4,616	57.3%	8,623	68.0%	2,336	11.0%	(633)	-2.7%	4,872	21.2%
Salaries	313,558	1.43%	345,678	1.60%	322,148	1.65%	321,139	1.64%	319,071	1.64%	328,420	1.71%
	40,471	14.8%	32,120	10.2%	(23,530)	-6.8%	(1,008)	-0.3%	(2,068)	-0.6%	9,349	2.9%
Employee Benefits	117,381	0.53%	189,085	0.87%	186,320	0.96%	97,241	0.50%	126,142	0.65%	213,788	1.11%
	(30,505)	-20.6%	71,704	-235.1%	(2,766)	-3.9%	(89,079)	3220.8%	28,901	-32.4%	87,646	303.3%
Other Office Expenses	216,044	0.98%	226,350	1.05%	207,599	1.07%	198,779	1.02%	199,355	1.03%	227,949	1.19%
	(26,302)	-10.9%	10,306	4.8%	(18,751)	-8.3%	(8,819)	-4.2%	575	0.3%	28,594	14.3%
Total Administrative Expenses	655,042	2.98%	773,788	3.57%	737,364	3.79%	640,793	3.28%	667,568	3.44%	798,029	4.15%

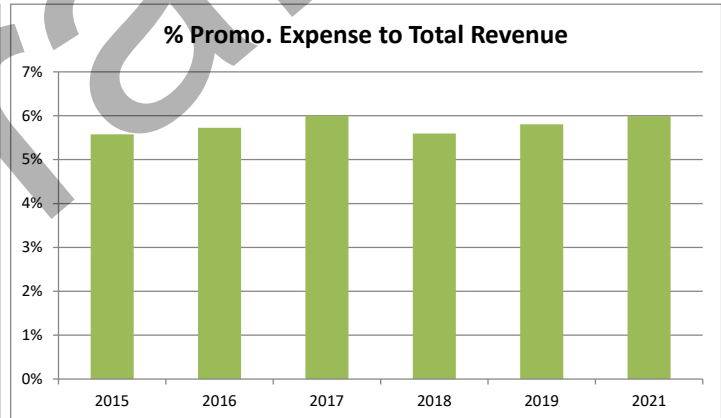
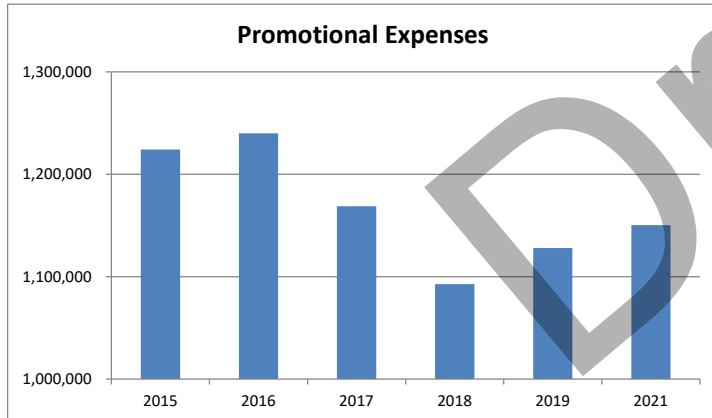


Detail for Other Office Expenses

	<u>2015</u>	<u>2016</u>	<u>2017</u>	<u>2018</u>	<u>2019</u>	<u>2021</u>
Office Supplies-Admin	3,602	4,253	2,980	1,631	3,979	3,300
Misc. Office Expense-Admin	37,651	45,328	35,960	14,003	17,500	40,900
Office Service Agreements-Admin	34,892	34,225	42,164	44,538	45,085	45,159
Professional Fees-Admin	73,699	86,219	76,847	84,142	86,844	82,690
Rent, Insurance, Phone & Postage -Admin	48,459	36,220	27,945	30,610	32,242	37,400
Inspectors Exp-Admin	17,741	20,106	21,704	23,855	13,704	18,500
	216,044	226,350	207,599	198,779	199,355	227,949

NYS Thoroughbred Breeding and Development Fund
2021 Budget Workpapers - Promotional Expenses (summary)

	<u>2015</u> actual	<u>2016</u> actual	<u>2017</u> actual	<u>2018</u> actual	<u>2019</u> actual	<u>2021</u> budget
Total Operating Revenue	21,955,414	21,647,287	19,469,955	19,534,438	19,422,429	19,206,655
Promotional Expenses (5%-6% of revenue)						
	<u>2015</u> % of revenue	<u>2016</u> % of revenue	<u>2017</u> % of revenue	<u>2018</u> % of revenue	<u>2019</u> % of revenue	<u>2021</u> % of revenue
Depreciation/Amortization	3,592 0.02%	5,972 0.03%	9,127 0.05%	10,129 0.05%	9,858 0.05%	11,945 0.06%
\$ change	(75)	2,380	3,155	1,001	(271)	2,087
% change	-2.0%	66.3%	52.8%	11.0%	-2.7%	21.2%
Salaries	134,382 0.61%	148,148 0.68%	138,063 0.71%	140,231 0.72%	136,918 0.70%	140,751 0.73%
\$ change	17,374	13,766	(10,085)	2,168	(3,313)	3,833
% change	14.8%	10.2%	-6.8%	1.6%	-2.4%	2.8%
Employee Benefits	50,306 0.23%	81,037 0.37%	79,876 0.41%	39,070 0.20%	53,870 0.28%	91,623 0.48%
\$ change	(13,212)	30,730	(1,160)	(40,807)	14,800	37,754
% change	-20.8%	61.1%	-1.4%	-51.1%	37.9%	70.1%
Advertising/Promotional Expenses	987,304 4.56%	963,810 4.45%	899,787 4.62%	866,029 4.43%	885,770 4.56%	855,000 4.45%
\$ change	200,780	(23,494)	(64,023)	(33,758)	19,741	(30,770)
% change	25.5%	-2.4%	-6.6%	-3.8%	2.3%	-3.5%
Other Office Expenses	48,552 0.22%	41,007 0.19%	41,933 0.22%	37,207 0.19%	41,489 0.21%	51,100 0.27%
\$ change	(5,264)	(7,546)	926	(4,726)	4,282	9,611
% change	-9.8%	-15.5%	2.3%	-11.3%	11.5%	23.2%
Total Promotional Expenses	1,224,137 5.58%	1,239,973 5.73%	1,168,787 6.00%	1,092,666 5.59%	1,127,905 5.81%	1,150,419 5.99%



<u>Detail for Other Office Expenses</u>	<u>2015</u>	<u>2016</u>	<u>2017</u>	<u>2018</u>	<u>2019</u>	<u>2021</u>
Office Supplies-Promotional	1,547	1,047	1,267	695	1,177	1,000
Misc. Office Expense-Promotional	14,366	16,347	10,765	2,451	5,435	14,400
Office Service Agreement-Promotional	5,482	5,464	8,660	10,591	10,065	10,500
Professional Fees-Promotional	9,616	6,428	12,890	14,155	15,365	13,500
Rent, Phone & Postage-Promotional	17,541	11,721	8,351	9,316	9,447	11,700
	<u>48,552</u>	<u>41,007</u>	<u>41,933</u>	<u>37,207</u>	<u>41,489</u>	<u>51,100</u>