I. **CONVENE and ACTION**  
A. Call to Order  
B. Establish Quorum  
C. Pledge of Allegiance  
D. Adoption of Agenda

II. **AWARDS AND RECOGNITIONS**  
A. 2022 Ted Sizer School Leader of the Year Award from Big Picture Learning - Dr. Brenda Diaz, Executive Principal, Nashville Big Picture High School  
B. NCCEP/GEAR UP Professional of the Year Award - April Gung, GEAR UP Coordinator, Maplewood High School

III. **DIRECTOR’S REPORT**  
A. Back to School Update

IV. **PUBLIC PARTICIPATION**  
*The Board will hear from those persons who have requested to appear at this Board meeting. In the interest of time, speakers are requested to limit remarks to three minutes or less. Comments will be timed.*

V. **GOVERNANCE ISSUES**  
A. Actions  
   1. Consent  
      a. Approval of Minutes – 06/14/2022 – Regular Minutes  
      b. Recommended Approval to Accept Property for a Future School Site Northeast Davidson County  
      c. Awarding of Purchases and Contracts  
         1. Ahead, Inc.  
         2. Alternative Logistics Technologies Holdings, Inc. dba EverDriven Technologies, LLC  
         3. Barnes & Noble Booksellers  
         4.Conexion Americas  
         5. Digital Theatre US, LLC  
         6. Educational Based Services, Inc.  
         7. Lowe’s Home Centers, LLC
8. Morpho USA, Inc.
9. The Metropolitan Nashville Education Association (MNEA)
10. The Metropolitan Transit Authority
11. Workforce Essentials, Inc
d. Legal Settlement ($20,000)
e. Collaborative Conferencing Committee Assignments

2. Extension of K-5 Literacy Instructional Materials Adoption

VI. ANNOUNCEMENTS

VII. WRITTEN INFORMATION TO THE BOARD
A. Sales Tax Collections as of July 20, 2022

VIII. ADJOURNMENT
MEETOPOLITAN NASHVILLE PUBLIC SCHOOL BOARD MEETING – June 14, 2022

Members Present: Christiane Buggs, chair, Gini Pupo-Walker, Rachael Anne Elrod, vice-chair, Emily Masters, Abigail Tylor, Fran Bush, Sharon Gentry, Freda Player-Peters, John Little Sharon Gentry and Gini Pupo-Walker

Meeting called to order: 5:00 p.m.

CONVENE AND ACTION
A. Call to Order – Christiane Buggs called the meeting to order.
B. Pledge of Allegiance - Led by Terry Coal, Whites Creek Coach
C. Adoption of the Agenda

Sharon Gentry asked to move Item V-A-2-Director of Schools Contract in front of Item V-A-1- Consent agenda.

Abigail Tylor pulled Item V-A-1-1 A&B Industry Groups, LLC and V-A-1-7- HES Facilities, LLC

Motion to adopt the agenda as amended. 
By Sharon Gentry, seconded Rachael Anne Elrod
Motion Passes
Vote- 7-0 Unanimous

AWARDS AND RECOGNITIONS
A. Tennis, Track & Field Awards – The Board recognized the students.
B. Inglewood Elementary Heroes – The Board recognized the staff.

DIRECTOR’S REPORT
A. School Safety Measure Update – Dr. Battle presented an update to the Board.

PUBLIC PARTICIPATION
A. Jon Hageman – He addressed the Board concerning the KIPP Middle School volleyball schedule.
B. Jeannie Hunter - She addressed the Board concerning reducing food waste.
C. Karen McIntyre – She addressed the Board concerning reducing food waste.
D. Karen Almeida - She addressed the Board concerning bullying.
E. Melissa Alvarez - She addressed the Board concerning East Nashville Magnet High School.
F. Klara Hannaalla – She addressed the Board concerning higher level courses.
G. Tamela Ensrud - She addressed the concerning school safety.
H. Franchatta Howard - She addressed the Board concerning the school issues.
I. Todd Lawrench - He addressed the Board concerning sustainability within MNPS.
J. Amika Hunt - She addressed the Board concerning district concerns.
K. Rev. Ann Cover - She addressed the Board concerning addressed the Board concerning sustainability within MNPS.
L. James Lyles – He addressed the Board concerning Airbox.

GOVERNANCE ISSUES
A. 1. Director of Schools Contract

Motion to approve the Director of Schools contract
By Sharon Gentry, seconded Freda Player-Peters
Motion Passes
Vote: 8-0-1 (abstain Fran Bush)

1. Consent
   a. Approval of Minutes – 05/10/2022 – Regular Minutes
   b. Awarding of Purchases and Contracts
      1. ABM Industry Groups, LLC
      2. AVID Center
      3. Boys & Girls Clubs of Middle Tennessee
      4. Centerstone CMHC
      5. Family & Children’s Service
      6. Gold Creek Foods, LLC
      7. HES Facilities, LLC
      8. Kerr Bros & Assoc., Inc.
      9. Lipscomb University
      10. M.C.I. Foods, Inc.
Motion to approve the consent agenda with changes.
By Gini Pupo-Walker, seconded Freda Player-Peters
Motion Passes
Vote: 8-0 – Unanimous

Motion to approve Item A-1-b-1- ABM Industry Groups, LLC and A-1-b-7-HES Facilities, LLC
By Freda Player-Peters, seconded John Little
Motion Passes
Vote: 9-0

ANNOUNCEMENTS
A. Gini Pupo-Walker – Congratulated Freda Player-Peters for being selected for Leadership Nashville.
B. Fran Bush – She congratulated all MNPS student athletics that were honored at the Board Meeting.
C. John Little – Offered condolences to the family Sister Sandra Smithson, founder of Smithson Craighead Charter School.
D. Rachael Anne Elrod – Congratulated the student athletes who were honored and the Board meeting.
E. Emily Masters – Announced that a new student Board Member would be joining the Board in September.
F. Abigail Tylor – Thanked the Sustainability Team for their hard work within the district.
G. Christiane Buggs - Offered condolences to the family Sister Sandra Smithson, founder of Smithson Craighead Charter School.
WRITTEN INFORMATION TO THE BOARD

Ms. Buggs adjourned the meeting at 8:44 p.m.

________________

________________

Chris M. Henson  Christiane Buggs  Date
Board Secretary  Board Chair
A. ACTIONS

1. CONSENT

b. RECOMMENDED APPROVAL TO ACCEPT PROPERTY FOR A FUTURE SCHOOL SITE IN NORTHEAST DAVIDSON COUNTY

We are requesting approval to accept 9.53+/– acres being given to the Metro Board of Education as part of a land set-aside requirement as a School Dedication Site from the Evans Hill Development in Northeast Davidson County as requested by the Metro Planning staff and Metro Planning Commission and as required for Proposal 2007SP-150G-014.

It is recommended that this acceptance of property be approved.

Legality approved by Metro Department of Law.

FUNDING: Not Applicable

DATE: August 9, 2022
GOVERNANCE ISSUES

A. ACTIONS

1. CONSENT

c. AWARDING OF PURCHASES AND CONTRACTS

(1) VENDOR: Ahead, Inc.

SERVICE/GOODS (SOW): Networked data backup system solutions which includes compute, software, storage, licensing, installation services, and 72 months of support for both solutions. This will remove our current backup solution and data from the general Storage Area Network (SAN) and relocate the data to this new solution that has self-contained Network Attached Storage (NAS). This solution will contain a secondary system and will contain a solution that takes advantage of 'air-gapped' isolation of the data backups to protect against ransomware attacks.

SOURCING METHOD: Metro General Government RFQ#8022

TERM: Immediate Purchase

FOR WHOM: All MNPS

COMPENSATION: Total compensation for this contract is not to exceed $223,911.40.

OVERSIGHT: Technology Services

EVALUATION: Functional performance of the backup solutions and quality of support from the vendor.

MBPE CONTRACT NUMBER: Metro General Government Contract 6483847

SOURCE OF FUNDS: Operating Budget
GOVERNANCE ISSUES

A. ACTIONS

1. CONSENT

c. AWARDING OF PURCHASES AND CONTRACTS

(2) VENDOR: Alternative Logistics Technologies Holdings, Inc. dba EverDriven Technologies, LLC

SERVICE/GOODS (SOW): Amendment #7 increases the contract value and extends the contract term. Contract is for the provision of alternative transportation services.

SOURCING METHOD: Amendment of a Previously Board Approved Contract

TERM: August 10, 2022 through December 31, 2022

FOR WHOM: MNPS students

COMPENSATION: Amendment #7 increases the compensation of the contract by $750,000.

Total compensation for this contract is not to exceed $2,250,000.

OVERSIGHT: Transportation

EVALUATION: Quality and timeliness of goods and services provided.

MBPE CONTRACT NUMBER: 7539110

SOURCE OF FUNDS: Operating Budget
GOVERNANCE ISSUES

A. ACTIONS

1. CONSENT

c. AWARDING OF PURCHASES AND CONTRACTS

(3) VENDOR: Barnes & Noble Booksellers

SERVICE/GOODS (SOW): Amendment #1 increases the total compensation by $1,000,000. Contract is for the provision of library books, textbooks, and other books.

SOURCING METHOD: Amendment of a Previously Board Approved Contract

TERM: August 10, 2022 through May 31, 2023

FOR WHOM: MNPS schools and departments

COMPENSATION: Amendment #1 increases the total compensation by $1,000,000. Total compensation for this contract is not to exceed $1,750,000.

OVERSIGHT: Procurement

EVALUATION: Timeliness, accuracy, and quality of products provided.

MBPE CONTRACT NUMBER: 7520228

SOURCE OF FUNDS: Various Operating, Federal, and School-Based Funds
GOVERNANCE ISSUES

A. ACTIONS

1. CONSENT

c. AWARDING OF PURCHASES AND CONTRACTS

(4) VENDOR: Conexion Americas

SERVICE/GOODS (SOW): Provision for MNPS to lease space fromConexion Americas at the Casa Azafran facility for use as a school for Pre-Kindergarten students and for operating an English Learners Enrollment Center.

SOURCING METHOD: Negotiated Services

TERM: January 1, 2023 through December 31, 2032

FOR WHOM: Pre-Kindergarten and Office of English Learners

COMPENSATION: In accordance with section 3. Compensation of the contract.

Total compensation for this contract is not to exceed $1,550,000.

OVERSIGHT: English Learners

EVALUATION: Based on the ease of access and usability of the space for the MNPS staff.

MBPE CONTRACT NUMBER: 7538345

SOURCE OF FUNDS: Operating Budget
A. ACTIONS

1. CONSENT

c. AWARDING OF PURCHASES AND CONTRACTS

(5) VENDOR: Digital Theatre US, LLC

SERVICE/GOODS (SOW): Contract is for a two-year subscription to Digital Theatre Plus. The subscription provides online access for high school theatre and advanced middle school programs to Digital Theatre Plus and Broadway HD resources, including over 500 theatrical productions and 14,500 pages of text resources to support theatre education and allow for virtual experiential learning.

SOURCING METHOD: Sole Source

TERM August 10, 2022 through August 9, 2024

FOR WHOM: High school and advanced middle school theatre students and teachers

COMPENSATION: Contractor will be paid in accordance with Exhibit A - Quote.

Total compensation for this contract is not to exceed $51,619.

OVERSIGHT: Visual & Performing Arts

EVALUATION: Quality of services and online resources.

MBPE CONTRACT NUMBER: 7538752

SOURCE OF FUNDS: Federal – ESSER 3
GOVERNANCE ISSUES

A. ACTIONS

1. CONSENT

c. AWARDING OF PURCHASES AND CONTRACTS

(6) VENDOR: Educational Based Services, Inc.

SERVICE/GOODS (SOW): Amendment #5 extends the contract term through June 30, 2023, updates the contracted hourly rate for services, and increases the contract value by $1,200,000. Contract is for the provision of Speech and Language Therapy, Occupational Therapy, and Physical Therapy for Exceptional Education students.

SOURCING METHOD: Amendment of a Previously Board Approved Contract

TERM: August 10, 2022 through June 30, 2023

FOR WHOM: Exceptional Education students

COMPENSATION: Amendment #5 increases the total compensation on the contract by $1,200,000.

Total compensation for this contract is not to exceed $6,300,000.

OVERSIGHT: Exceptional Education

EVALUATION: Quality and timeliness of services provided.

MBPE CONTRACT NUMBER: 10300

SOURCE OF FUNDS: Operating Budget and Federal IDEA Funds
GOVERNANCE ISSUES

A. ACTIONS

1. CONSENT

c. AWARDING OF PURCHASES AND CONTRACTS

(7) VENDOR: Lowe’s Home Centers, LLC

SERVICE/GOODS (SOW): For the provision of building/construction supplies, equipment, and other products and services.

SOURCING METHOD: E&I Cooperative RFP 683237

TERM: August 10, 2022 through June 30, 2025

FOR WHOM: MNPS schools and departments

COMPENSATION: Contract pricing based on discount off catalog pricing.

Total compensation for this contract is not to exceed $750,000.

Oversight: Procurement

EVALUATION: Timeliness, accuracy, and quality of products provided.

MBPE CONTRACT NUMBER: 7539309

SOURCE OF FUNDS: Various Operating and Federal Funds
GOVERNANCE ISSUES

A. ACTIONS

1. CONSENT

c. AWARDING OF PURCHASES AND CONTRACTS

(8) VENDOR: Morpho USA, Inc.

SERVICE/GOODS (SOW): Provision of electronic fingerprinting services for MNPS employees.

SOURCING METHOD: State of Tennessee Sole Source

TERM: August 10, 2022 through June 30, 2023

FOR WHOM: MNPS faculty and staff

COMPENSATION: Total compensation for this purchase is not to exceed $45,000.

OVERSIGHT: Human Resources

EVALUATION: Quality and timeliness of services provided.

MBPE CONTRACT NUMBER: State of Tennessee Contract 74850

SOURCE OF FUNDS: Operating Budget
GOVERNANCE ISSUES

A. ACTIONS

1. CONSENT

c. AWARDING OF PURCHASES AND CONTRACTS

(9) VENDOR: The Metropolitan Nashville Education Association (MNEA)

SERVICE/GOODS (SOW): Amendment #1 extends the term of the contract and updates the compensation rates for the President, Vice President, and Organizing Director. Contract is for MNEA to reimburse MNPS the salaries and benefits for Michele Sheriff (President), Paula Pendergrass (Vice President), and Sara Duran (Organizing Director).

SOURCING METHOD: Amendment of a Previously Approved Board Contract

TERM: July 15, 2022 through July 14, 2023

FOR WHOM: MNEA

COMPENSATION: Contractor will reimburse MNPS for the full cost of employee salary and benefits as outlined below. Compensation below is subject to any increases approved by MNPS policy and/or changes in benefits enrollment or premiums.

(a) Employee #444829 / Michele Sheriff for the time period of July 15, 2022 through July 14, 2023.

Salary: $104,510.01
Annual ER Cost (MED/DEN/VIS/HEARING (EE only)): $17,366.96
EE Life: $25.20
Total: $121,902.17

(b) Employee #453029 / Paula Pendergrass for the time period of July 15, 2022 through July 14, 2023.

Salary: $111,148.97
Annual ER Cost (MED/DEN/VIS/HEARING (EE only)): $20,851.74
EE Life: $25.20
Total: $132,025.91

(c) Employee #407604 / Sara Duran for the time period of July 15, 2022 through July 14, 2023.

Salary: $64,590.19
Annual ER Cost (MED/DEN/VIS/HEARING (EE only)): $8,683.74
EE Life: $25.20
Total: $73,299.13

Total compensation for this contract is not to exceed $635,571.87.

OVERSIGHT: Human Resources

EVALUATION: Prompt and accurate performance.

MBPE CONTRACT NUMBER: 7518051

SOURCE OF FUNDS: Not Applicable
GOVERNANCE ISSUES

A. ACTIONS

1. CONSENT

c. AWARDING OF PURCHASES AND Contracts

(10) VENDOR: The Metropolitan Transit Authority

SERVICE/Goods (SOW): Memorandum of Understanding (MOU) to set bus and train ride prices for MNPS students and staff.

source method: MOU

Term: July 1, 2022 through June 30, 2023

For whom: MNPS students and faculty

Compensation: In accordance with section 2. Charges of the agreement.

Total compensation for this contract is not to exceed $750,000.

Oversight: Technology Services

Evaluation: Quality and timeliness of goods and services provided.

MBPE contract number: 7540177

Source of funds: Operating Budget
GOVERNANCE ISSUES

A. ACTIONS

1. CONSENT

c. AWARDING OF PURCHASES AND CONTRACTS

(11) VENDOR: Workforce Essentials, Inc.

SERVICE/GOODS (SOW): Provision of drug testing for MNPS employees.

SOURCING METHOD: Metro Government RFP 44039

TERM: August 10, 2022 through June 30, 2023

FOR WHOM: MNPS faculty and staff

COMPENSATION: Total compensation for this purchase is not to exceed $43,000.

OVERSIGHT: Human Resources

EVALUATION: Quality and timeliness of services provided.

MBPE CONTRACT NUMBER: Metro Government Contract 6476183

SOURCE OF FUNDS: Operating Budget
COLLABORATIVE CONFERENCING COMMITTEE ASSIGNMENTS

21-22 Committee

<table>
<thead>
<tr>
<th>Name</th>
<th>Position</th>
</tr>
</thead>
<tbody>
<tr>
<td>Angela Bailey</td>
<td>HS Principal</td>
</tr>
<tr>
<td>Melissa Roberge</td>
<td>Chief HR</td>
</tr>
<tr>
<td>Harold Finch</td>
<td>Dir Workplace Safety</td>
</tr>
<tr>
<td>Carrie Jones</td>
<td>MS Principal</td>
</tr>
<tr>
<td>Lisa Spencer</td>
<td>Exec Officer HR</td>
</tr>
<tr>
<td>Schunn Turner</td>
<td>Exec Dir Schools</td>
</tr>
<tr>
<td>James Witty</td>
<td>Exec Dir Schools</td>
</tr>
<tr>
<td>Ricki Gibbs</td>
<td>ES Principal</td>
</tr>
<tr>
<td>Kellie Hargis</td>
<td>HS Principal</td>
</tr>
</tbody>
</table>

Recommended Committee 22-23

<table>
<thead>
<tr>
<th>Name</th>
<th>Position</th>
</tr>
</thead>
<tbody>
<tr>
<td>Angela Bailey</td>
<td>HS Principal</td>
</tr>
<tr>
<td><strong>Shawn Lawrence</strong></td>
<td>Exec Dir Schools</td>
</tr>
<tr>
<td>Harold Finch</td>
<td>Dir Workplace Safety</td>
</tr>
<tr>
<td>Carrie Jones</td>
<td>MS Principal</td>
</tr>
<tr>
<td>Lisa Spencer</td>
<td>Interim Chief HR</td>
</tr>
<tr>
<td>Schunn Turner</td>
<td>Exec Dir Schools</td>
</tr>
<tr>
<td>James Witty</td>
<td>Interim Exec Officer HR</td>
</tr>
<tr>
<td>Ricki Gibbs</td>
<td>ES Principal</td>
</tr>
<tr>
<td>Kellie Hargis</td>
<td>HS Principal</td>
</tr>
<tr>
<td><strong>Alternate Carl Carter</strong></td>
<td>Exec Dir Schools</td>
</tr>
</tbody>
</table>
Extension of K-5 Literacy Instructional Materials Adoption

The MNPS Board of Education adopted Wit & Wisdom (K-5 literacy) for three years, rather than six years – the length of the state adoption cycle – in the spring of 2020; myPerspectives (6-12 literacy) was adopted for six years in the spring of 2020. Per TCA §49-6-2206, MNPS is required to adopt state-approved instructional materials. The next state adoption for literacy instructional materials is 2025-26.
# Metropolitan Nashville Public Schools

## Sales Tax Collections

As of July 20, 2022

### General Purpose Fund

<table>
<thead>
<tr>
<th>MONTH</th>
<th>2021-2022 Projection</th>
<th>TOTAL 2021-2022 COLLECTIONS</th>
<th>$ Change For Month - FY22</th>
<th>% Change For Month - FY22</th>
<th>% Increase / Decrease Year-To-Date</th>
</tr>
</thead>
<tbody>
<tr>
<td>September</td>
<td>$16,450,083.96</td>
<td>$27,167,595.54</td>
<td>$10,717,511.58</td>
<td>39.45%</td>
<td>39.45%</td>
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<tr>
<td>October</td>
<td>17,735,677.07</td>
<td>26,091,869.76</td>
<td>8,356,192.69</td>
<td>32.03%</td>
<td>35.81%</td>
</tr>
<tr>
<td>November</td>
<td>18,882,795.54</td>
<td>27,259,554.11</td>
<td>8,376,758.57</td>
<td>30.73%</td>
<td>34.09%</td>
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<tr>
<td>December</td>
<td>19,802,453.92</td>
<td>28,115,310.01</td>
<td>8,312,856.09</td>
<td>29.57%</td>
<td>32.92%</td>
</tr>
<tr>
<td>January</td>
<td>19,069,511.12</td>
<td>27,646,849.39</td>
<td>8,577,338.27</td>
<td>31.02%</td>
<td>32.54%</td>
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<tr>
<td>February</td>
<td>26,903,235.05</td>
<td>32,975,980.42</td>
<td>6,072,745.37</td>
<td>18.42%</td>
<td>29.79%</td>
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<tr>
<td>March</td>
<td>18,831,130.97</td>
<td>24,799,379.36</td>
<td>5,968,248.39</td>
<td>24.07%</td>
<td>29.05%</td>
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<tr>
<td>April</td>
<td>16,830,322.84</td>
<td>25,965,886.86</td>
<td>9,135,564.02</td>
<td>35.18%</td>
<td>29.78%</td>
</tr>
<tr>
<td>May</td>
<td>23,270,048.97</td>
<td>30,412,932.79</td>
<td>7,142,883.82</td>
<td>23.49%</td>
<td>29.01%</td>
</tr>
<tr>
<td>June</td>
<td>22,905,982.63</td>
<td>31,623,278.76</td>
<td>8,717,296.13</td>
<td>27.57%</td>
<td>28.85%</td>
</tr>
<tr>
<td>July</td>
<td>23,920,125.94</td>
<td>31,938,116.15</td>
<td>8,017,990.21</td>
<td>25.10%</td>
<td>28.47%</td>
</tr>
<tr>
<td>August</td>
<td>25,481,832.00</td>
<td>31,395,385.15</td>
<td></td>
<td></td>
<td>28.47%</td>
</tr>
<tr>
<td>TOTAL</td>
<td>$250,083,200.00</td>
<td>$313,996,753.15</td>
<td>$63,913,585.15</td>
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### Debt Service Fund

<table>
<thead>
<tr>
<th>MONTH</th>
<th>2021-2022 Projection</th>
<th>TOTAL 2021-2022 COLLECTIONS</th>
<th>$ Change For Month - FY22</th>
<th>% Change For Month - FY22</th>
<th>% Increase / Decrease Year-To-Date</th>
</tr>
</thead>
<tbody>
<tr>
<td>September</td>
<td>$2,568,912.47</td>
<td>$4,726,729.61</td>
<td>$2,157,817.14</td>
<td>45.65%</td>
<td>45.65%</td>
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<tr>
<td>October</td>
<td>3,603,511.16</td>
<td>4,539,570.43</td>
<td>936,059.27</td>
<td>20.62%</td>
<td>61.11%</td>
</tr>
<tr>
<td>November</td>
<td>3,704,686.49</td>
<td>4,742,728.94</td>
<td>1,038,042.45</td>
<td>21.89%</td>
<td>73.56%</td>
</tr>
<tr>
<td>December</td>
<td>3,659,926.81</td>
<td>4,891,616.86</td>
<td>1,231,690.05</td>
<td>25.18%</td>
<td>80.64%</td>
</tr>
<tr>
<td>January</td>
<td>3,591,215.77</td>
<td>4,810,112.16</td>
<td>1,218,896.39</td>
<td>25.34%</td>
<td>84.85%</td>
</tr>
<tr>
<td>February</td>
<td>4,420,063.90</td>
<td>5,737,296.21</td>
<td>1,317,232.31</td>
<td>22.96%</td>
<td>84.99%</td>
</tr>
<tr>
<td>March</td>
<td>3,227,415.79</td>
<td>4,314,697.65</td>
<td>1,087,281.86</td>
<td>25.20%</td>
<td>90.44%</td>
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<tr>
<td>April</td>
<td>3,242,235.82</td>
<td>4,517,651.41</td>
<td>1,275,415.59</td>
<td>28.23%</td>
<td>91.53%</td>
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<tr>
<td>May</td>
<td>3,916,499.60</td>
<td>5,291,366.68</td>
<td>1,374,867.08</td>
<td>25.98%</td>
<td>91.01%</td>
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<tr>
<td>June</td>
<td>3,760,197.76</td>
<td>5,501,947.63</td>
<td>1,741,749.87</td>
<td>31.66%</td>
<td>92.34%</td>
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<tr>
<td>July</td>
<td>3,866,814.37</td>
<td>5,556,724.33</td>
<td>1,689,909.96</td>
<td>30.41%</td>
<td>92.92%</td>
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<tr>
<td>August</td>
<td>3,949,020.06</td>
<td>5,543,041.91</td>
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<td></td>
<td>27.58%</td>
</tr>
<tr>
<td>TOTAL</td>
<td>$43,510,500.00</td>
<td>$54,630,441.91</td>
<td>$11,12,941.97</td>
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