

Calendar Year reported sales. Raw data for information only.

## 2004

COMMERCIAL CREW LIC	# SOLD	COST	GROSS	SALES EXP	NET SALES
30 Resident Crewmember Lic.	9,624	\$60.00	\$577,440.00	\$54,996.00	\$522,444.00
31 NR Crewmember Lic.	8,064	\$180/\$175	\$1,451,460.00	\$140,886.00	\$1,310,574.00
32 Duplicate Crewmember Lic.	627	\$5.00	\$3,135.00	\$311.50	\$2,823.50
34 Resident Child Crew License	308	\$5.00	\$1,540.00	\$141.00	\$1,399.00
35 NR Child Crew Lic.	25	\$125/\$120	\$3,115.00	\$200.00	\$2,915.00
<b>COMMERCIAL CREWMEMBER TL</b>	<b>18,648</b>		<b>\$2,036,690.00</b>	<b>\$196,534.50</b>	<b>\$1,840,155.50</b>

## 2005

COMMERCIAL CREW LIC	# SOLD	COST	GROSS	SALES EXP	NET SALES
30 Resident Crewmember Lic.	9,783	\$60.00	\$586,980.00	\$55,680.00	\$531,300.00
31 NR Crewmember Lic.	7,755	\$175/\$180	\$1,358,325.00	\$131,142.50	\$1,227,182.50
32 Duplicate Crewmember Lic.	593	\$5.00	\$2,965.00	\$291.50	\$2,673.50
34 Resident Child Crew License	334	\$5.00	\$1,670.00	\$151.50	\$1,518.50
35 NR Child Crew Lic.	30	\$120/\$125	\$3,600.00	\$276.00	\$3,324.00
36 Res 7Day Crew Lic.	104	\$33.00	\$3,432.00	\$288.29	\$3,143.71
37 NR 7Day Crew Lic.	224	\$33.00	\$7,392.00	\$663.66	\$6,728.34
<b>COMMERCIAL CREWMEMBER TL</b>	<b>18,823</b>		<b>\$1,964,364.00</b>	<b>\$188,493.45</b>	<b>\$1,775,870.55</b>

## 2006

COMMERCIAL CREW LIC	# SOLD	COST	GROSS	SALES EXP	NET SALES
30 Resident Crewmember Lic.	9,414	\$60.00	\$564,840.00	\$52,272.00	\$512,568.00
31 NR Crewmember Lic.	7,192	\$180 / \$175	\$1,258,480.00	\$119,338.00	\$1,139,142.00
32 Duplicate Crewmember Lic.	546	\$5.00	\$2,730.00	\$269.50	\$2,460.50
34 Resident Child Crew License	369	\$5.00	\$1,845.00	\$169.00	\$1,676.00
35 NR Child Crew Lic.	28	\$120.00	\$3,360.00	\$276.00	\$3,084.00
36 Res 7Day Crew Lic.	366	\$33 / \$30	\$11,001.00	\$1,002.02	\$9,998.98
37 NR 7Day Crew Lic.	1,129	\$33 / \$30	\$33,906.00	\$3,120.04	\$30,785.96
<b>COMMERCIAL CREWMEMBER TL</b>	<b>19,044</b>		<b>\$1,876,162.00</b>	<b>\$176,446.56</b>	<b>\$1,699,715.44</b>

## 2007

COMMERCIAL CREW LIC	# SOLD	COST	GROSS	SALES EXP	NET SALES
30 Resident Crewmember Lic.	9,755	\$60.00	\$585,300.00	\$54,042.00	\$531,258.00
31 NR Crewmember Lic.	7,907	\$175 / \$165	\$1,305,015.00	\$124,314.00	\$1,180,701.00
32 Duplicate Crewmember Lic.	577	\$5.00	\$2,885.00	\$283.50	\$2,601.50
34 Resident Child Crew License	349	\$5.00	\$1,745.00	\$148.50	\$1,596.50
35 NR Child Crew Lic.	23	\$110.00	\$2,530.00	\$176.00	\$2,354.00
36 Res 7Day Crew Lic.	344	\$30.00	\$10,320.00	\$915.00	\$9,405.00
37 NR 7Day Crew Lic.	1,255	\$30.00	\$37,650.00	\$3,411.00	\$34,239.00
<b>COMMERCIAL CREWMEMBER TL</b>	<b>20,210</b>		<b>\$1,945,445.00</b>	<b>\$183,290.00</b>	<b>\$1,762,155.00</b>

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## 2008

COMMERCIAL CREW LIC	# SOLD	COST	GROSS	SALES EXP	NET SALES
30 Resident Crewmember Lic.	9,824	\$60.00	\$589,440.00	\$55,158.00	\$534,282.00
31 NR Crewmember Lic.	7,986	\$165	\$1,317,690.00	\$125,119.50	\$1,192,570.50
32 Duplicate Crewmember Lic.	707	\$5.00	\$3,535.00	\$348.00	\$3,187.00
34 Resident Child Crew License	390	\$5.00	\$1,950.00	\$172.50	\$1,777.50
35 NR Child Crew Lic.	32	\$110.00	\$3,520.00	\$286.00	\$3,234.00
36 Res 7Day Crew Lic.	306	\$30.00	\$9,180.00	\$840.00	\$8,340.00
37 NR 7Day Crew Lic.	1,266	\$30.00	\$37,980.00	\$3,453.00	\$34,527.00
COMMERCIAL CREWMEMBER TL	20,511		\$1,963,295.00	\$185,377.00	\$1,777,918.00

## 2009

COMMERCIAL CREW LIC	# SOLD	COST	GROSS	SALES EXP	NET SALES
30 Resident Crewmember Lic.	9,739	\$60.00	\$584,340.00	\$53,214.00	\$531,126.00
31 NR Crewmember Lic.	8,888	\$165	\$1,466,520.00	\$139,722.00	\$1,326,798.00
32 Duplicate Crewmember Lic.	620	\$5.00	\$3,100.00	\$304.50	\$2,795.50
34 Resident Child Crew License	344	\$5.00	\$1,720.00	\$142.50	\$1,577.50
35 NR Child Crew Lic.	21	\$110.00	\$2,310.00	\$132.00	\$2,178.00
36 Res 7Day Crew Lic.	297	\$30.00	\$8,910.00	\$810.00	\$8,100.00
37 NR 7Day Crew Lic.	1,416	\$30.00	\$42,480.00	\$3,831.00	\$38,649.00
COMMERCIAL CREWMEMBER TL	21,325		\$2,109,380.00	\$198,156.00	\$1,911,224.00

## 2010

COMMERCIAL CREW LIC	# SOLD	COST	GROSS	SALES EXP	NET SALES
30 Resident Crewmember Lic.	9,928	\$60.00	\$595,680.00	\$53,280.00	\$542,400.00
31 NR Crewmember Lic.	8,907	\$165 / \$200	\$1,778,635.00	\$171,023.50	\$1,607,611.50
32 Duplicate Crewmember Lic.	705	\$5.00	\$3,525.00	\$342.00	\$3,183.00
34 Resident Child Crew License	354	\$5.00	\$1,770.00	\$138.00	\$1,632.00
35 NR Child Crew Lic.	24	\$145.00	\$3,480.00	\$275.50	\$3,204.50
36 Res 7Day Crew Lic.	445	\$30.00	\$13,350.00	\$1,152.00	\$12,198.00
37 NR 7Day Crew Lic.	1,933	\$30.00	\$57,990.00	\$5,217.00	\$52,773.00
COMMERCIAL CREWMEMBER TL	22,296		\$2,454,430.00	\$231,428.00	\$2,223,002.00

## 2011

COMMERCIAL CREW LIC	# SOLD	COST	GROSS	SALES EXP	NET SALES
30 Resident Crewmember Lic.	10,679	\$60.00	\$640,740.00	\$56,484.00	\$584,256.00
31 NR Crewmember Lic.	9,882	\$175 / \$200	\$1,976,375.00	\$186,057.50	\$1,790,317.50
32 Duplicate Crewmember Lic.	821	\$5.00	\$4,105.00	\$401.00	\$3,704.00
34 Resident Child Crew License	384	\$5.00	\$1,920.00	\$151.00	\$1,769.00
35 NR Child Crew Lic.	35	\$145.00	\$5,075.00	\$420.50	\$4,654.50
36 Res 7Day Crew Lic.	495	\$30.00	\$14,850.00	\$1,305.00	\$13,545.00
37 NR 7Day Crew Lic.	2,296	\$30.00	\$68,880.00	\$6,240.00	\$62,640.00
COMMERCIAL CREWMEMBER TL	24,592		\$2,711,945.00	\$251,059.00	\$2,460,886.00

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