

MOUNTAIN MAGIC LEADER WEEKEND MINUTES

May 27, 2014 - 7:30 – 9:00 PM

2015 Planning Committee

Cheryl Marko

Genny Wright

Kary Alicea

Kim Elmore

Kippy Shea

Lianne Griffin

Marie Lott

Marie Nash

Marie Wright

Melonie Luxbacher

Rebecca Wright

Rose Lowe

Sheila Mills

Guests/Sub-Committee Members

N/A

Our next meeting will be the 4th Tuesday of the month – June 24th. Meeting location will be Moe's North Druid Hills. Remember, the meeting will be officially 7:30-9:00 PM, but arrive by 7:00 if you are eating dinner.

Minutes

1. Discuss Meeting Locations/Dates – **it was determined that N. Druid Hills/Moe's is still centrally located and easiest to get to (vs. somewhere around Perimeter). Group agreed we will continue having our meetings there (some may be via teleconference however). Meetings will be held on the 4th Tuesday of the month. Upcoming meetings will be 7/22, 8/26, 9/23, 10/28, 11/18?, 12/16?, 1/20/15 – MARK YOUR CALENDARS! This was the first meeting that we had everyone in attendance!! Yay! Welcome to our newest committee member, Kary Alicea. Kary was presented with her Misty charm.**
2. Review Action Items from Last Meeting
 - a. **Karen McF** – submit *Planning Events Beyond the Troop* form to the council office. **complete**
 - b. **Rose** – look into getting some of the scrapbooks printed in 6x6 or 8x8 sizes. Also, price putting page images on CDs for sale. **pending**
 - c. **Marie L** – send link to planning committee with info on Krews. **complete**
 - d. **Marie N** – get black backdrop cloth for photo area from Swaantje Sass (404) 313-0430 or swaantjesass@yahoo.com - **there were 2 Q size black sheets. These may be lost now? Swaantje gave to Lianne who gave to Kippy. Kippy gave all the decorations stuff to Diana Snyder. (UPDATE: Diana confirmed that she has the stuffed unicorn, so she DOES have the box. She will look again to see if she can find the black sheets that were presumably also in the box).**
 - e. **Genny** – bring excess patches to next meeting for Lianne. **pending**
 - f. **Lianne** – bring 2013 patch for Marie Nash to next meeting. **complete**
 - g. **Lianne** – create team roster and send to Marie L to post on our website. **Complete – we also passed around a printed roster and updates have been made. Lianne to send "final" roster to Marie L.**
 - h. **???** – review planning committee home locations on a map to determine more convenient meeting locations (possibly Perimeter? Sandy Springs? Other?) **see #1 above. N. Druid Hills location is good for most.**
3. Re-review lessons learned. **We re-reviewed all the lessons learned and assigned committees to each of the issues. See list, attached at the end of this document.**
4. Discuss Volunteer Leadership Conference Table – August 9th **There will be an all-day conference on August 9th. Need Publicity to develop plan for manning table for that day (maybe shifts?)**

5. Finance Report/Budget
 - a. Review 2014 Finance Report – FINAL (updated – include money made from raffle of quilt and postage for mailing re-printed t-shirts.) See finance report, attached at the end of this document.
 - b. Determine preliminary high-level committee budgets – committees began providing preliminary budget figures. Develop final budgets by June meeting.
6. Additional Committee Reports
 - a. Sheila reported that most classes/instructors have been confirmed. Still waiting on a few responses. Will finalize by next month. Sheila says may be able to offer (2) 90-min. Powerhouse self-defense classes, free!
 - b. Meals – committee suggested that the cooks may not be able to make beignets – consider French Toast or donuts with powdered sugar instead? Also, instead of Gumbo, consider mild/spicy versions of Jambalaya? Melonie to discuss with cooks.

Timeline Review

- MAY - Finalize timeline. Finalize committees. Re-review lessons learned and distribute to appropriate committee for handling. Begin sub-committee meetings/planning & hold kick-off meetings. Re-establish technology sub-committee to determine if we can offer a BASIC online registration for 2015. Invite trainers from previous year to participate again this year; begin to secure classes and trainers; define class descriptions, supplies, and class cost needed from trainers. Council staff to verify all planning committee volunteers are registered GS. NOTE: a lapse in service of one year or more will require a new background check. Also, if it has been ≥ 3 years, a new background check is required. Determine preliminary high-level committee budgets. Confirm menu options with camp director (1st week); Finalize meal costs w/ Misty Mountain staff. (Menu will be finalized at June Planning committee meeting from menu choices.)
- JUN - Finalize budget. Develop 1st draft registration flyers. Continue establishing classes/trainers. Committee chairs create “operations manual” for their committee’s work activities (activities prior to and during the weekend) – this should be a “brain dump” of what goes on in each committee – submit to Marie L. to be posted on website.
 - Finalize high-level committee budgets
 - Confirm Badge & Sash participation for weekend (if it will be offered)

LESSONS LEARNED - 2014

Committee Assigned	Lesson Learned
Participant Check-in	1. Need location designated in DH for instructors that are teaching in the DH.
Registration Admin Technology	2. Classes that have set fees from council – need system to cover costs of no-shows (pre-pay with no refunds?)
Instructors Check-Out	3. Instructor info – need to include info about instructor checkout (so they get gifts, etc.) Trainers that are train only – do we give them their gifts at check-in?
Instructors	4. Council classes – need to beef up info to trainers of council classes
Check-Out	5. Need announcement for Sunday checkout procedures (full review of checkout procedures – people trying to do kapers and leave before classes were even over)
Instructors	6. Need to review any new classes to see if class timing is appropriate for work to be done (must include set-up and clean-up time too).
Entertainment	7. Closing ceremony timing needs to be readdressed – interferes with kapers/lunch? Not well attended...
Entertainment Meals *Participant Check-in	8. DH layout – look at it again. Some parts we changed this year didn't work well.
Check-Out	9. Check-out (people leaving early) very disruptive. Need to readdress.
Registration	10. Consider moving silk screening to Friday night (so we can decorate Sat PM)
Unit Set-up (Ranger)	11. Consider how to address temperature in DH-LL (cold – needed space heaters, etc. – may need to be brought in and turned on on Thursday to ensure proper temperature.
Admin	12. Ben Bradley – first aid needs to have dedicated site and dedicated 1 st Aider throughout the weekend.
*Instructors Registration	13. Instructors need to COMMIT to teach classes and arrange for substitute teacher or cancel enough in advance that we can cancel/reassign participants.
Website	14. Need better instructions on camera on class list on website (“Click Here”)
Unit Setup Registration	15. Post signage in cabin (early/late, temp, etc.)
Instructors	16. Add freebie info to instructor packets
Admin Participant Check-In	17. Print/bring recycle flyer (what can/cannot be recycled) to be posted above recycle containers (DeKalb County – or whichever county is going to be used for recycling).
Registration	18. Join together group run/late breakfast as a single class – do not indicate that late breakfast is an option for anyone other than those in the early exercise class(es).
Registration	19. Marie W – add “I want to be on the Planning Committee” to an email post event (not part of the overall evaluation).
Admin Publicity	20. Class lists – encourage leaders to review class offerings with troops ahead of time and let the girls pick the classes they want their leaders to take.
Registration	21. Revise labeling for Echo Hill – Upper level back, upper level front, lower level?

LESSONS LEARNED - 2014

Entertainment Registration	22. Friday night – add a “class” where participants can socialize, mingle, swap, etc.; need unlimited number of people to be able to sign up. Call “New Orleans Jazz Café”?
Check-Out	23. <Barb> Consider changing (I know we’ve been thru several iterations) is perhaps checkout and then lunch...I know that I couldn’t sit and eat lunch as folks wanted to check – came up to me and said they had done their chores, could they have their patch and leave – when I am in the dining hall I can’t verify they have actually done so. I know another hostess was approached as well – maybe Mary for Echo Hill...Not the worst, however, I was ready to sit and eat lunch at that point.
Admin Meals	24. <Barb> One evaluation came home with me. Mostly 4 and 5’s on the scale ranking. Only written comment: Meal Kapers are very hard to do and make your class. Would suggest that 15 til announcement be made that kapers are starting and to please clear tables, etc or at least be aware that kapers are starting. (If someone wants the paper copy I can send it along – who?)

FINANCE REPORT FINAL
2014 Mountain Magic Leader Weekend

	Budget	Actual	5/9/2014		
# Attendees	150	136		\$3,294.23	Paypal Balance
				\$1,432.76	Checking acct balance
LODGING - Unit	Capacity			\$4,726.99	
Shellcracker Cove	28	\$200.00			
Blue Gill Bay	28	\$200.00			
Chestnut Gait	28	\$200.00			
Trotter's Ridge	28	\$200.00			
Echo Hill	32	\$200.00			
	144	\$1,000.00			(D2 - 15 comm mbrs) = \$8.26
			budget	actual	diff
MEALS	per person per meal	\$8.00	\$5,248.00	\$4,928.00	\$320.00
hot chocolate/coffee	per person	\$2.00	\$272.00	\$256.00	\$16.00
WEEKEND GUESTS					
lodging		\$8.26			
5 meals	SA-B/L/D, SU-B/L	\$40.00			
coffee/hot chocolate		\$2.00			
Administrative expenses		\$24.36			
		\$74.62	\$70.00		
Trainer discounted rate			\$60.00		
Committee Chair discounted rate			\$0.00		
Committee Member discounted rate			\$60.00		
Late Fee			\$80.00		
FRI NIGHT GUESTS					
lodging		\$8.26			
3 meals	SA-B/L/D	\$24.00			
coffee/hot chocolate		\$2.00			
Administrative expenses		\$24.36			
		\$58.62	\$52.00		
Trainer/committee member discounted rate			\$42.00		
Late Fee			\$62.00		
SAT NIGHT GUESTS					
lodging		\$8.26			
4 meals	SA-L/D, SU-B/L	\$32.00			
coffee/hot chocolate		\$2.00			
Administrative expenses		\$24.36			
		\$66.62	\$60.00		
Trainer/committee member discounted rate			\$50.00		
Late Fee			\$70.00		
SATURDAY DAY ONLY					
lodging		\$8.26			
2 meals	SA-L/D	\$16.00			
coffee/hot chocolate		\$2.00			
Administrative expenses		\$24.36			
		\$50.62	\$40.00		
Late Fee			\$50.00		
OFFSITE LODGING					

FINANCE REPORT FINAL
2014 Mountain Magic Leader Weekend

	lodging		\$8.26		
	4 meals	SA-L/D, SU-B/L	\$32.00		
	coffee/hot chocolate		\$2.00		
	Administrative expenses		\$24.36		
			\$66.62	\$50.00	
	Late Fee			\$60.00	
CMTE	Administrative expenses	BUDGET	ACTUAL	DIFF	
A	After Event Plng Comm Party	\$0.00	\$0.00	\$0.00	
A	Budget Overage Refund	(\$1,000.00)	-\$1,000.00	\$0.00	
A	Camp Helper Discount	\$80.00	\$85.00	(\$5.00)	
A	Committee Member subsidy	\$150.00	\$0.00	\$150.00	
A	Envelopes/paper	\$20.00	\$11.43	\$8.57	
A	Meal subsidy Plng Comm	\$630.00	\$630.00	\$0.00	
A	Non-GS Insurance	\$5.00	\$0.00	\$5.00	
A	Planning Comm Gifts	\$120.00	\$126.71	(\$6.71)	
A	Postage	\$15.00	\$34.16	(\$19.16)	
A	Raffle Tickets	\$0.00	\$0.00	\$0.00	
A	Ribbons for Nametags	\$20.00	\$57.76	(\$37.76)	
A	Trainer Subsidy	\$300.00	\$160.00	\$140.00	
A	Quilt Raffle	\$0.00	-\$350.00	\$350.00	
A	Yellow Llama Order #1	\$492.00	\$434.43	\$57.57	
A	Yellow Llama Order #2	\$140.00	\$114.30	\$25.70	
A	T-shirt Postage	\$0.00	\$70.97	(\$70.97)	
CSU	Unit Setup	\$150.00	\$40.00	\$110.00	
D	Decorations Sell-Off	(\$50.00)	-\$15.00	(\$35.00)	
E	Camper Award Gifts	\$0.00	\$0.00	\$0.00	
E	Entertainment Supplies	\$0.00	\$30.88	(\$30.88)	
FA	First Aid Supplies	\$60.00	\$0.00	\$60.00	
H	Historian/Photography	\$100.00	\$41.56	\$58.44	
I	Trainer Gifts	\$150.00	\$183.91	(\$33.91)	
M	Soda Profit	(\$50.00)	-\$46.29	(\$3.71)	
Pub	Office Supplies	\$15.00	\$0.00	\$15.00	
PCI	Guest Services	\$0.00	\$0.00	\$0.00	
PCI	Nametag Plastics	\$300.00	\$325.00	(\$25.00)	
PCI	Participant Check-In folders	\$15.00	\$0.22	\$14.78	
R	Office Supplies	\$15.00	\$23.51	(\$8.51)	
R	Paper/ink	\$60.00	\$52.97	\$7.03	
R	Postage	\$5.00	\$0.00	\$5.00	
R	Scholarships	\$520.00	\$525.00	(\$5.00)	
UCO	Cleaning Supplies	\$20.00	\$10.37	\$9.63	
	TOTAL	\$2,282.00	\$1,546.89	\$735.11	
	confirmed 2014				
	divided by # participants less 15 Committee mbrs =			\$18.86	per person
			BUDGET	ACTUAL	DIFFERENCE
D	Patch (per person)	\$2.00	\$300.00	345.61	(45.61)
PCI	Swap Necklace (per person)	\$1.50	\$204.00	0	204.00
D	Decorations (per person)	\$2.00	\$272.00	175.64	96.36
	TOTAL	\$24.36	per person		

Class	Instructor	Participants	Class Fee	Budget	Actual Receipts	Difference	Paid?
001__ Friendship Blankets	Cheryl Marko & Gen	24	\$0.00	\$0.00	\$0.00	\$0.00	n/a
002__ Girl Scouts & Guides Around the World	Mary Kottkamp	24	\$0.00	\$0.00	\$0.00	\$0.00	n/a
003__ Toga Yoga	Kim Elmore	20	\$0.00	\$0.00	\$0.00	\$0.00	n/a
004__ Camp Helper	Lianne Griffin	2	-\$5.00	-\$10.00	-\$10.00	\$0.00	cash
006__ Archery \$5	Tori Barrett	10	\$5.00	\$50.00	\$50.00	\$0.00	ck 1101
007__ Roman Baths \$8	Kim Elmore	12	\$8.00	\$96.00	\$105.46	(\$9.46)	ck 1102
008__ Daisy Headresses \$3	Rose Lowe	14	\$3.00	\$42.00	\$42.00	\$0.00	ck 1099
009__ Nature & UnNature \$3	Carol Townley	12	\$3.00	\$36.00	\$17.71	\$18.29	ck 1094
010__ Phidippides' Greek Victory Run	Lianne Griffin	8	\$0.00	\$0.00	\$0.00	\$0.00	n/a
011__ Camp Helper	Mary Kottkamp	3	-\$5.00	-\$15.00	-\$10.00	(\$5.00)	cash
013__ Archery \$5	Tori Barrett	7	\$5.00	\$35.00	\$35.00	\$0.00	ck 1101
014__ Hand Pieced Quilt Blocks \$5	Marie Nash	16	\$5.00	\$80.00	\$118.05	(\$38.05)	cash
015__ Duck Tape Crafts	Kippy Shea	12	\$0.00	\$0.00	\$0.00	\$0.00	n/a
016__ Baking Greek Favorites \$6	Robin Antzoulatos	11	\$6.00	\$66.00	\$35.00	\$31.00	cash
017__ Camp Helper	Lianne Griffin	2	-\$5.00	-\$10.00	-\$10.00	\$0.00	cash
019__ Simple Mosaics \$5	Kelly McDaniel	16	\$5.00	\$80.00	\$52.43	\$27.57	ck 1092
020__ Pysanky \$8	Diana Snyder	12	\$8.00	\$96.00	\$102.68	(\$6.68)	cash
021__ **Effective Leader w/Daughter in Troop	Sheila Mills	10	\$0.00	\$0.00	\$0.00	\$0.00	n/a
022__ **Ceremonies & Traditions	Pat Callaway	7	\$0.00	\$0.00	\$0.00	\$0.00	n/a
023__ 30 min (8:00-8:30) \$45	Jennifer Johnston	1	\$45.00	\$45.00	\$45.00	\$0.00	cash
024__ 30 min (8:45-9:15) \$45	Jennifer Johnston	1	\$45.00	\$45.00	\$45.00	\$0.00	cash
025__ 30 min (9:30-10:00) \$45	Jennifer Johnston	1	\$45.00	\$45.00	\$45.00	\$0.00	cash
026__ 30 min (10:15-10:45) \$45	Jennifer Johnston	1	\$45.00	\$45.00	\$45.00	\$0.00	cash
027__ 30 min (11:00-11:30) \$45	Jennifer Johnston	1	\$45.00	\$45.00	\$45.00	\$0.00	cash
028__ Horse Trail Ride \$25	Peyton Love	6	\$25.00	\$150.00	\$150.00	\$0.00	ck 1101
029__ Beaded Jewelry Making \$7	Marie Nash	24	\$7.00	\$168.00	\$83.60	\$84.40	cash
030__ Daisy Headresses \$3	Rose Lowe	7	\$3.00	\$21.00	\$11.39	\$9.61	ck 1099
031__ Are You a Bigfoot?	Dee Komro	9	\$0.00	\$0.00	\$0.00	\$0.00	n/a
032__ Nature & UnNature \$3	Carol Townley	7	\$3.00	\$21.00	\$17.71	\$3.29	ck 1094
033__ Aphrodite's Beauty Workshop \$8	Kathy Stephan	16	\$8.00	\$128.00	\$119.36	\$8.64	ck 1098
034__ Glass Painting \$6	Marie Wright	16	\$6.00	\$96.00	\$99.13	(\$3.13)	cash
035__ Knots \$3	Jennifer Heard	20	\$3.00	\$60.00	\$67.41	(\$7.41)	ck 1097
036__ Camp Helper	Lianne Griffin	2	-\$5.00	-\$10.00	-\$10.00	\$0.00	cash
038__ Fleece Fun \$12	Carol Townley	14	\$12.00	\$168.00	\$101.71	\$66.29	ck 1094
039__ Aphrodite's Beauty Workshop \$8	Kathy Stephan	11	\$8.00	\$88.00	\$82.95	\$5.05	ck 1098
040__ Stargazing With Your Girls	Marie Lott	18	\$0.00	\$0.00	\$0.00	\$0.00	n/a
041__ Camp Helper	Mary Kottkamp	2	-\$5.00	-\$10.00	-\$10.00	\$0.00	cash
043__ Paper Stitch Wizardry \$2	Rose Lowe	19	\$2.00	\$38.00	\$24.77	\$13.23	ck 1099
044__ Aesops' Fables \$3	Kim Elmore	8	\$3.00	\$24.00	\$24.33	(\$0.33)	ck 1102
045__ Baking Greek Favorites \$6	Robin Antzoulatos	10	\$6.00	\$60.00	\$60.00	\$0.00	cash
046__ Camp Helper	Mary Kottkamp	1	-\$5.00	-\$5.00	-\$5.00	\$0.00	cash
048__ Letterboxing \$6	Yvonne DeBor	8	\$6.00	\$48.00	\$48.00	\$0.00	cash
049__ Tie-Dye \$6	Lane Mumford	16	\$6.00	\$96.00	\$120.45	(\$24.45)	cash

Class	Instructor	Participants	Class Fee	Budget	Actual Receipts	Difference	Paid?
050___ Simple Bird Feeders & Houses \$10	Lianne Griffin	7	\$10.00	\$70.00	\$75.52	(\$5.52)	ck 1103
051___ 30 min (12:30-1:00) \$45	Jennifer Johnston	1	\$45.00	\$45.00	\$45.00	\$0.00	cash
052___ 30 min (1:15-1:45) \$45	Jennifer Johnston	1	\$45.00	\$45.00	\$45.00	\$0.00	cash
053___ 30 min (2:00-2:30) \$45	Jennifer Johnston	1	\$45.00	\$45.00	\$45.00	\$0.00	cash
054___ 30 min (3:45-4:15) \$45	Jennifer Johnston	0	\$45.00	\$0.00	\$0.00	\$0.00	n/a
055___ 30 min (4:30-5:00) \$45	Jennifer Johnston	1	\$45.00	\$45.00	\$45.00	\$0.00	cash
056___ 30 min (5:15-5:45) \$45	Jennifer Johnston	1	\$45.00	\$45.00	\$45.00	\$0.00	cash
058___ Horse Trail Ride \$25	Peyton Love	8	\$25.00	\$200.00	\$200.00	\$0.00	ck 1101
060___ **Cabins, Lodges & S'Mores \$5	Mary Scannavino	17	\$5.00	\$85.00	\$15.83	\$69.17	cash
061___ **Vulcan's Box Ovens \$10	Amelia Denning	12	\$10.00	\$120.00	\$68.33	\$51.67	ck 1093
062___ Challenge Tower \$30	Tori Barrett	4	\$20.00	\$80.00	\$90.00	(\$10.00)	ck 1101
063___ Sing-a-long at the Campfire	Kim Elmore	21	\$0.00	\$0.00	\$0.00	\$0.00	n/a
064___ Silk Screening \$3	Marie Wright	40	\$2.00	\$80.00	\$60.11	\$19.89	cash
065___ Drop in WAGGGS	Mary Kottkamp	7	\$0.00	\$0.00	\$12.45	(\$12.45)	cash
066___ Starry Wonders	Marie Lott	25	\$0.00	\$0.00	\$0.00	\$0.00	n/a
067___ Camp Helper	Lianne Griffin	1	-\$5.00	-\$5.00	-\$5.00	\$0.00	cash
069___ Fleece Fun \$12	Mary Kottkamp	12	\$12.00	\$144.00	\$90.00	\$54.00	ck 1104
070___ Crayon Art	Jennifer Logan	15	\$0.00	\$0.00	\$3.00	(\$3.00)	cash
071___ The Science of Castle Building \$5	Dee Komro	7	\$5.00	\$35.00	\$24.32	\$10.68	ck 1096
072___ Easy Tea Light Lanterns \$1	Lianne Griffin	31	\$1.00	\$31.00	\$28.58	\$2.42	ck 1103
073___ Camp Helper	Mary Kottkamp	2	-\$5.00	-\$10.00	-\$10.00	\$0.00	cash
075___ Archery \$5	Tori Barrett	9	\$5.00	\$45.00	\$45.00	\$0.00	ck 1101
076___ Beginning Swapping Fun \$6	Rebecca Wright	10	\$6.00	\$60.00	\$38.34	\$21.66	cash
077___ **More Than a Pin: Awards & Recognitions	Mary Kottkamp	14	\$0.00	\$0.00	\$0.00	\$0.00	n/a
078___ Oration	Diane Loupe	3	\$0.00	\$0.00	\$0.00	\$0.00	n/a
079___ Duck Tape Crafts	Kippy Shea	12	\$0.00	\$0.00	\$0.00	\$0.00	n/a
080___ Camp Helper	Lianne Griffin	2	-\$5.00	-\$10.00	-\$10.00	\$0.00	cash
082___ **Song & Games	Pat Callaway	16	\$0.00	\$0.00	\$0.00	\$0.00	n/a
083___ Victorian Decorations \$10	Frances Parks	10	\$10.00	\$100.00	\$84.13	\$15.87	cash
084___ **Global Travel Training	Dolleen Quinn	6	\$0.00	\$0.00	\$0.00	\$0.00	n/a
085___ Beginning Crochet \$4	Mary Scannavino	12	\$4.00	\$48.00	\$42.83	\$5.17	cash
086___ 30 min (8:15-8:45) \$45	Jennifer Johnston	1	\$45.00	\$45.00	\$45.00	\$0.00	cash
087___ 30 min (9:00-9:30) \$45	Jennifer Johnston	1	\$45.00	\$45.00	\$45.00	\$0.00	cash
088___ 30 min (9:45-10:15) \$45	Jennifer Johnston	1	\$45.00	\$45.00	\$45.00	\$0.00	cash
089___ 30 min (10:30-11:00) \$45	Jennifer Johnston	1	\$45.00	\$45.00	\$45.00	\$0.00	cash
090___ 30 min (11:15-11:45) \$45	Jennifer Johnston	1	\$45.00	\$45.00	\$45.00	\$0.00	cash
091___ Phidippides' Greek Victory Run	Lianne Griffin	4	\$0.00	\$0.00	\$0.00	\$0.00	n/a
092___ Zumba Fitness Class	Shelley Callico	22	\$0.00	\$0.00	\$0.00	\$0.00	n/a
093___ Horse Trail Ride \$25	Peyton Love	5	\$25.00	\$125.00	\$150.00	(\$25.00)	ck 1101
				\$3,560.00	\$3,192.58	\$367.42	