



ST. AUGUSTINE  
PONTE VEDRA  
FLORIDA'S HISTORIC COAST®

VCB Board of Directors Meeting Packet  
April 29, 2025, 1:30 p.m.  
Holiday Inn Express & Suites Vilano Beach  
140 Vilano Rd., St. Augustine, FL 32084

**PACKET CONTENTS**

ANTI-TRUST & CONFLICT OF INTEREST STATEMENT	PAGE 1
AGENDA	PAGES 2-3
MINUTES FROM MARCH 2025 MEETING	DISTRIBUTED AT THE MEETING
FINANCIAL STATEMENTS	DISTRIBUTED AT THE MEETING
STR REPORT	DISTRIBUTED AT THE MEETING
TDC BED TAX COLLECTION REPORT	PAGE 4-6
INDUSTRY EMAIL BLAST STATS	PAGES 7
CONSUMER EMAIL BLAST STATS	PAGES 8
INQUIRY REPORT	PAGES 9-19



# ST. AUGUSTINE PONTE VEDRA

FLORIDA'S HISTORIC COAST®

ST. AUGUSTINE, PONTE VEDRA & THE BEACHES VISITORS & CONVENTION BUREAU

## **Anti-Trust Statement**

**The purpose of this meeting today is to act upon matters relating to the business of St. Johns County Visitors and Convention Bureau and not to discuss or pursue the business interests of individual companies. We should proceed with caution and alertness, keeping in mind the requirements and prohibitions of Federal and State Antitrust laws. Specifically, but without limitation, there should be no discussions or deliberations relating to pricing methods, allocation of territories or customers, or restraints of trade as to property owners, suppliers or others. We should concern ourselves only with the business of St. Johns County Visitors and Convention Bureau as set forth in the agenda for this meeting.**

## **Conflict of Interest Statement**

**It is the duty of every member of the Board of Directors who is in any way, directly or indirectly, interested in a contract or proposed contract with the St. Johns County Visitors and Convention Bureau to disclose the nature and extent of such interest and to refrain from voting in respect to the contract or proposed contract.**



VCB Board of Directors Meeting Agenda  
 April 29, 2025 1:30 pm  
 Holiday Inn Express, Vilano Beach  
 140 Vilano Road, St. Augustine, FL 32084

**Call to order:**

**Acknowledge Anti-Trust Statement and Conflict of Interest Statement:**

**Roll Call:**

**Public Comments:**

**Agenda Items**

1. Approval of March 2025 Minutes (vote required) – VCB Board Members
2. President's Report – Susan Phillips
  - a. Primary Metrics & Departmental Reports – Susan Phillips & VCB Directors
3. Financial Reports (vote required) – Dave Chatterton
4. March 2025 Advertising/Media Reports & Update on New Advertising Agency – Susan Phillips
5. Tourism Employee of the Year Update – Susan Phillips
6. May 2025 State of the Tourism Industry (STI) Annual Event- Susan Phillips

**Committee Reports:**

Leisure Sales Committee – Cindy Stavely or Evelyn Lopez-Kelley

Conference Sales Committee Meeting – Jennifer Jenkins

**Government Liaisons' Comments:**

St. Johns County Board of County Commissioners: Ann Taylor

City of St. Augustine: Commissioner Jon DePreter/Melissa Wissel

City of St. Augustine Beach: Commissioner Don Samora

**Ex-officio Comments:**

St. Johns County Chamber of Commerce: Isabelle Renault

St. Johns County Cultural Council: Jeff Potts

**New Business:**

1. 2026 Nights of Lights Update – Chair Charlie Robles and Susan Phillips
2. VCB Nominating Committee for Upcoming Board Seat Openings – Chair Charlie Robles
3. No May 2025 VCB Board meeting (STI) – Chair Charlie Robles

**Old Business:****Adjournment:**

## ST. JOHNS COUNTY TOURIST DEVELOPMENT TAX

## FISCAL YEAR 2025

OCCUPANCY/REPORTING MONTH	OCT	% PY	NOV	% PY	DEC	% PY	JAN	% PY	FEB	% PY	MAR	% PY
GROSS RECEIPTS	\$27,592,427.26	-15.1%	\$35,478,105.61	8.7%	\$47,278,718.11	7.3%	\$38,400,339.41	4.3%	\$ 40,719,522.38	-3.5%	\$ -	
EXEMPT RECEIPTS	-\$1,181,211.46	-31.0%	\$ (1,320,708.41)	39.9%	-\$1,433,321.11	1.6%	-\$1,194,918.21	-17.8%	-\$2,541,163.98	92.3%	\$ -	
TAXABLE RECEIPTS	\$ 26,411,215.80	-14.2%	\$ 34,157,397.20	7.8%	\$ 45,845,397.00	7.5%	\$ 37,205,421.20	5.2%	\$ 38,178,358.40	-6.6%	\$ -	
<b>TOTAL TAX COLLECTED</b>	<b>\$ 1,320,560.79</b>	<b>-14.2%</b>	<b>\$ 1,707,869.86</b>	<b>7.8%</b>	<b>\$ 2,292,269.85</b>	<b>7.5%</b>	<b>\$1,860,271.06</b>	<b>5.2%</b>	<b>\$ 1,908,917.92</b>	<b>-6.6%</b>	<b>\$ -</b>	
ADJUSTMENTS												
TOTAL TAX DUE	\$ 1,320,560.79	-14.2%	\$ 1,707,869.86	7.8%	\$ 2,292,269.85	7.5%	\$ 1,860,271.06	5.2%	\$ 1,908,917.92	-6.6%	\$ -	
LESS COLLECTION ALLOWANCE	<b>-\$10,886.83</b>		\$ (12,138.80)		-\$16,438.52		-\$12,995.36		-\$14,216.41		\$ -	
PLUS PENALTY	<b>\$10,068.36</b>		\$ 19,738.92		\$15,201.82		\$14,247.28		\$ 12,500.79		\$ -	
PLUS INTEREST	<b>\$378.31</b>		\$ 631.74		\$661.32		\$963.78		\$ 302.88		\$ -	
<b>TOTAL AMOUNT REMITTED</b>	<b>\$ 1,320,120.63</b>	<b>-13.9%</b>	<b>\$ 1,716,101.72</b>	<b>8.2%</b>	<b>\$ 2,291,694.47</b>	<b>7.5%</b>	<b>\$ 1,862,486.76</b>	<b>5.4%</b>	<b>\$ 1,907,505.18</b>	<b>-6.3%</b>	<b>\$ -</b>	
LESS TAX COLLECTOR & CLERK	\$ (26,402.41)	-13.9%	\$ (34,322.03)	8.2%	\$ (45,833.89)	7.5%	\$ (37,249.74)	5.4%	\$ (38,150.10)	-6.3%	\$ -	
<b>NET TO TDC</b>	<b>\$ 1,293,718.22</b>	<b>-13.9%</b>	<b>\$ 1,681,779.69</b>	<b>8.2%</b>	<b>\$ 2,245,860.58</b>	<b>7.5%</b>	<b>\$ 1,825,237.02</b>	<b>5.4%</b>	<b>\$ 1,869,355.08</b>	<b>-6.3%</b>	<b>\$ -</b>	

	APR	% PY	MAY	% PY	JUNE	% PY	JULY	% PY	AUG	% PY	SEP	% PY	YTD	
GROSS RECEIPTS	\$ -		\$ -		\$ -		\$ -		\$ -		\$ -		\$ 189,469,112.77	0.67%
EXEMPT RECEIPTS	\$ -		\$ -		\$ -		\$ -		\$ -		\$ -		\$ (7,671,323.17)	
TAXABLE RECEIPTS	\$ -		\$ -		\$ -		\$ -		\$ -		\$ -		\$181,797,789.60	
<b>TOTAL TAX COLLECTED</b>	<b>\$ -</b>		<b>\$ -</b>		<b>\$ -</b>		<b>\$ -</b>		<b>\$ -</b>		<b>\$ -</b>		<b>\$9,089,889.48</b>	0.23%
ADJUSTMENTS	\$ -		\$ -		\$ -		\$ -		\$ -		\$ -			
TOTAL TAX DUE	\$ -		\$ -		\$ -		\$ -		\$ -		\$ -		\$9,089,889.48	
LESS COLLECTION ALLOWANCE	\$ -		\$ -		\$ -		\$ -		\$ -		\$ -		\$ (66,675.92)	
PLUS PENALTY	\$ -		\$ -		\$ -		\$ -		\$ -		\$ -		\$71,757.17	
PLUS INTEREST	\$ -		\$ -		\$ -		\$ -		\$ -		\$ -		\$2,938.03	
<b>TOTAL AMOUNT REMITTED</b>	<b>\$ -</b>		<b>\$ -</b>		<b>\$ -</b>		<b>\$ -</b>		<b>\$ -</b>		<b>\$ -</b>		<b>\$9,097,908.76</b>	
LESS TAX COLLECTOR & CLERK	\$ -		\$ -		\$ -		\$ -		\$ -		\$ -		\$ (181,958.18)	
<b>NET TO TDC</b>	<b>\$ -</b>		<b>\$ -</b>		<b>\$ -</b>		<b>\$ -</b>		<b>\$ -</b>		<b>\$ -</b>		<b>\$8,915,950.58</b>	0.48%

**FY2025 TOURIST DEVELOPMENT TAX REMITTED BY ACCOMMODATIONS TYPE**

OCC. MNTH	H/M	%	PV+-	Condo	%	PV+-	Apts	%	PV+-
October	\$831,589.44	63.0%	-13.9%	\$150,640.19	11.4%	-13.8%	\$258,887.70	19.6%	-11.0%
November	\$1,118,948.60	65.2%	12.3%	\$157,385.40	9.2%	12.4%	\$338,867.19	19.7%	4.4%
<b>December</b>	\$1,423,365.12	62.1%	6.0%	\$196,800.91	8.6%	-9.3%	\$507,725.79	22.2%	21.7%
<b>2025 January</b>	\$1,070,233.46	57.5%	10.1%	\$258,708.48	13.9%	-8.4%	\$404,603.49	21.7%	12.2%
February	\$1,089,405.16	57.1%	-5.5%	\$323,880.55	17.0%	-4.3%	\$357,851.32	18.8%	-8.4%
March									
April									
May									
June									
July									
August									
September									

OCC. MNTH	Camp	%	PV+-	B&B	%	PV+-	TOTAL
October	\$33,042.41	2.5%	-28.0%	\$45,960.89	3.5%	-18.2%	\$1,320,120.63
November	\$38,680.67	2.3%	-33.9%	\$62,219.86	3.6%	-6.6%	\$1,716,101.72
<b>December</b>	\$67,927.97	3.0%	32.1%	\$95,874.68	4.2%	-7.7%	\$2,291,694.47
<b>2025 January</b>	\$65,609.95	3.5%	-19.6%	\$63,331.38	3.4%	-10.5%	\$1,862,486.76
February	\$77,163.52	4.0%	-6.3%	\$59,204.63	3.1%	-16.5%	\$1,907,505.18
March							
April							
May							
June							
July							
August							
September							
Total							\$9,097,908.76

## FY 2025 TOURIST DEVELOPMENT TAX REMITTED BY ZIP CODE

## ST. JOHNS COUNTY TOURIST DEVELOPMENT COUNCIL

FY2025	Anastasia Island			Ponte Vedra Beach			St. Augustine/Villano/N. Bch			Shores/South/207		
	32080	% TTL	+/- PY	32082	% TTL	+/- PY	32084	% TTL	+/- PY	32086	% TTL	+/- PY
OCT	\$388,397.75	29.4%	-15.3%	\$249,063.57	18.9%	-28.2%	\$542,600.54	41.1%	-9.4%	\$22,125.58	1.7%	2.8%
NOV	<b>\$502,601.36</b>	29.3%	18.8%	<b>\$304,702.42</b>	17.8%	-3.1%	<b>\$774,005.27</b>	45.1%	7.5%	<b>\$12,746.40</b>	0.7%	-56.6%
DEC	\$658,287.57	28.7%	4.7%	\$241,630.95	10.5%	-11.4%	\$1,186,923.21	51.8%	10.7%	\$43,263.01	1.9%	82.3%
JAN	\$555,175.32	29.8%	-3.3%	\$369,761.37	19.9%	23.1%	\$789,635.44	42.4%	6.9%	\$33,834.34	1.8%	-15.5%
FEB	\$664,840.53	34.9%	-5.2%	\$317,754.18	16.7%	-15.9%	\$762,459.53	40.0%	-3.0%	\$39,143.53	2.1%	-5.0%
MAR												
APR												
MAY												
JUN												
JUL												
AUG												
SEP												
FY YTD	\$ 2,769,303			\$ 1,482,912			\$ 4,055,624			\$ 151,113		

	WGV + west of I95			I95&SR16 + Palencia				Other			
	32092	% TTL	+/- PY	32095	% TTL	+/- PY	92+95	OTHER	% TTL	+/- PY	TOTAL
OCT	\$87,517.29	6.6%	-3.1%	\$14,402.56	1.1%	30.2%	7.7%	\$16,013.34	1.2%	147.8%	\$ 1,320,120.63
NOV	\$98,374.55	5.7%	21.3%	\$16,879.96	1.0%	23.4%	6.7%	\$6,791.76	0.4%	37.7%	\$ 1,716,101.72
DEC	\$120,448.10	5.3%	12.1%	\$23,200.63	1.0%	32.2%	6.3%	\$17,941.00	0.8%	79.9%	\$ 2,291,694.47
JAN	\$91,329.46	4.9%	5.6%	\$13,512.13	0.7%	-5.7%	5.6%	\$9,238.70	0.5%	-28.3%	\$ 1,862,486.76
FEB	\$95,972.78	5.0%	-8.4%	\$16,560.17	0.9%	-0.7%	5.9%	\$10,774.46	0.6%	42.7%	\$ 1,907,505.18
MAR											
APR											
MAY											
JUN											
JUL											
AUG											
SEP											
FY YTD	\$ 493,642			\$ 84,555				\$ 60,759			\$ 9,097,909



Time Sent	Campaign Name	Sends	Opens	Open Rate	Mobile Open Rate	Desktop Open Rate	Clicks	Click Rate	Bounces	Bounce Rate	Un-subscribes	Unsubscribe Rate
2025/03/03 9:33 AM	THIS WEEK, 3-3-2025	904	426	47.5%	5.9%	94.1%	46	5.1%	8	0.9%	1	0.1%
2025/03/04 9:03 AM	VCB Social 3/18 Florida Water Tours - 1	328	172	53.3%	6.6%	93.4%	22	6.8%	5	1.5%	0	0.0%
2025/03/05 2:41 PM	PartnerCom 3-5-25	475	243	51.6%	3.3%	96.7%	9	1.9%	4	0.8%	0	0.0%
2025/03/05 9:05 AM	2025 STI Save the Date	480	233	49.2%	3.7%	96.3%	6	1.3%	6	1.3%	0	0.0%
2025/03/10 9:11 AM	THIS WEEK, 3-10-2025	710	331	47.2%	7.1%	92.9%	41	5.8%	8	1.1%	0	0.0%
2025/03/11 10:00 AM	Tourism Employee of the Year Nominations - 3	500	227	45.7%	4.0%	96.0%	19	3.8%	3	0.6%	0	0.0%
2025/03/12 10:05 AM	VCB Social 3/18 Florida Water Tours - 2	331	164	50.0%	8.2%	91.8%	6	1.8%	3	0.9%	0	0.0%
2025/03/13 1:42 PM	Book a Last-Minute Trip to See World-Class Golf at THE PLAYERS®	1290	494	38.7%	2.0%	98.0%	19	1.5%	12	0.9%	0	0.0%
2025/03/13 10:05 AM	Social Media Seminar - April 1 - 1	526	230	44.0%	4.8%	95.2%	21	4.0%	3	0.6%	0	0.0%
2025/03/17 1:01 PM	VCB Social 3/18 Florida Water Tours - 3	482	227	47.8%	4.2%	95.8%	10	2.1%	7	1.5%	0	0.0%
2025/03/17 2:05 PM	Ponte Vedra Concert Hall Celebrates Grand Reopening Aug. 1	1413	557	39.8%	1.7%	98.3%	29	2.1%	13	0.9%	0	0.0%
2025/03/17 8:35 AM	THIS WEEK, 3-17-2025	1113	485	44.3%	4.1%	95.9%	36	3.3%	17	1.5%	0	0.0%
2025/03/20 11:10 AM	Social Media Seminar - April 1 - 2	471	226	48.5%	3.4%	96.6%	12	2.6%	5	1.1%	0	0.0%
2025/03/22 9:05 AM	Call to Action: Nights of Lights Shortening	328	186	57.2%	7.2%	92.8%	21	6.5%	3	0.9%	0	0.0%
2025/03/24 2:53 PM	Getting Hitched? Romance Rules on Florida's Historic Coast!	1328	538	40.9%	2.4%	97.6%	25	1.9%	13	1.0%	0	0.0%
2025/03/24 9:15 AM	THIS WEEK, 3-24-2025	709	320	45.5%	5.4%	94.6%	33	4.7%	6	0.8%	0	0.0%
2025/03/26 10:29 AM	Easter on Florida's Historic Coast Blends History, Heritage, and Tradition	1381	551	40.3%	3.0%	97.0%	38	2.8%	13	0.9%	1	0.1%
2025/03/26 9:53 AM	Submit Your Events for the Summer Calendar of Events!	495	227	46.2%	6.4%	93.6%	17	3.5%	4	0.8%	0	0.0%
2025/03/27 11:12 AM	St. Augustine Food + Wine Festival Announces New Location For Signature Events	1453	587	40.8%	2.9%	97.1%	43	3.0%	16	1.1%	1	0.1%
2025/03/27 11:15 AM	Social Media Seminar - April 1 - 3	469	217	46.5%	2.7%	97.3%	14	3.0%	2	0.4%	0	0.0%
2025/03/31 1:30 PM	Social Media Seminar - April 1 - 4	468	210	45.4%	2.6%	97.4%	6	1.3%	5	1.1%	0	0.0%
2025/03/31 10:17 AM	THIS WEEK, 3-31-2025	707	320	45.6%	3.1%	96.9%	36	5.1%	5	0.7%	0	0.0%
2025/03/31 12:25 PM	Nature Photography Takes Flight at Florida's Photo Fest	1491	610	41.6%	4.2%	95.8%	29	2.0%	23	1.5%	1	0.1%



## Email Performance

---

### Opt-in Subscribers

---

**36,324**

MESSAGES SENT

**33%**

CTOR

**1,055**

SESSIONS

**04:53**

AVG. SESSION  
DURATION

### Other Source Subscribers

---

**162,527**

MESSAGES SENT

**50%**

CTOR

**643**

SESSIONS

**05:19**

AVG. SESSION  
DURATION

**St. Johns County Visitors & Convention Bureau**

**Call Center Statistics**

March 1 - March 31, 2025

Total Calls Received:	99
Total Call Minutes:	439
Average Answer Time:	21 sec
Brochures Ordered:	12

---

**St. Johns County Visitors & Convention Bureau**

**Requests By Guide**

March 1 - March 31, 2025

<u>Guide</u>	<u># of Requests</u>
St Augustine Travel Planner	8933
<b><u>GRAND TOTAL</u></b>	<b><u>8933</u></b>

**St. Johns County Visitors & Convention Bureau**

**Requests By Source**

March 1 - March 31, 2025

<u>Guide</u>	<u># of Requests</u>
WebTraveler	278
2023 Visit Florida Magazine	1
2024 Visit Florida Magazine	12
2025 Visit Florida Magazine	53
Call Center	12
AdQuire	8221
Spring Events Calendar	356
<b>GRAND TOTAL</b>	<b>8933</b>

# St. Johns County Visitors & Convention Bureau

## Requests By State

March 1 - March 31, 2025

<u>STATE</u>	<u># of Requests</u>	<u>%</u>
FL	2554	28.6%
GA	1783	20.0%
NC	1397	15.6%
IL	908	10.2%
SC	805	9.0%
MD	324	3.6%
VA	290	3.2%
DC	199	2.2%
IN	169	1.9%
WV	69	0.8%
OH	42	0.5%
PA	42	0.5%
AL	41	0.5%
TN	35	0.4%
MI	27	0.3%
NY	25	0.3%
TX	25	0.3%
WI	21	0.2%
MN	17	0.2%
NJ	16	0.2%
KY	15	0.2%
Foreign	12	0.1%
MA	11	0.1%
CT	9	0.1%
OK	8	0.1%
CA	7	0.1%
IA	7	0.1%
LA	7	0.1%
MO	7	0.1%
MS	7	0.1%
AR	6	0.1%
NE	6	0.1%
AZ	5	0.1%
ME	5	0.1%
CO	4	0.0%
RI	4	0.0%

WA	4	0.0%
ID	3	0.0%
NH	3	0.0%
KS	2	0.0%
ND	2	0.0%
NV	2	0.0%
HI	1	0.0%
MT	1	0.0%
NM	1	0.0%
OR	1	0.0%
PR	1	0.0%
SD	1	0.0%
UT	1	0.0%
VT	1	0.0%
<b>GRAND TOTAL</b>	<b>8933</b>	

## St. Johns County Visitors & Convention Bureau

### Requests By Country

March 1 - March 31, 2025

<u>COUNTRY</u>	<u># of Requests</u>	<u>%</u>
USA	8921	99.87%
Canada	6	0.07%
Germany	2	0.02%
United Kingdom	2	0.02%
Brazil	1	0.01%
Poland	1	0.01%
<b><u>GRAND TOTAL</u></b>	<b><u>8933</u></b>	

**St. Johns County Visitors & Convention Bureau**

**Have you visited our area before?**

March 1 - March 31, 2025

<u>Visit Before?</u>	<u>This month</u>	<u>Month %</u>	<u>YTD</u>	<u>YTD%</u>
No	10	83%	40	77%
Yes	2	17%	12	23%
TOTAL	12		52	



## St. Johns County Visitors & Convention Bureau

### When do you plan to visit? (Month Year)

March 1 - March 31, 2025

<u>When Visiting?</u>	<u>This</u> <u>month</u>	<u>Month %</u>	<u>YTD</u>	<u>YTD%</u>
Jan-25	0	0%	0	0%
Feb-25	0	0%	8	15%
Mar-25	0	0%	11	21%
Apr-25	0	0%	1	2%
May-25	0	0%	3	6%
Jun-25	4	33%	9	17%
Jul-25	1	8%	2	4%
Aug-25	0	0%	1	2%
Sep-25	0	0%	0	0%
Oct-25	0	0%	3	6%
Nov-25	0	0%	1	2%
Dec-25	0	0%	1	2%
Jan-26	0	0%	0	0%
Feb-26	0	0%	0	0%
Mar-26	0	0%	0	0%
Apr-26	0	0%	0	0%
May-26	0	0%	0	0%
Jun-26	0	0%	0	0%
Jul-26	0	0%	0	0%
Aug-26	0	0%	0	0%
Sep-26	0	0%	0	0%
Oct-26	0	0%	0	0%
Nov-26	0	0%	0	0%
Dec-26	0	0%	0	0%
Unsure 2025	7	58%	12	23%
Unsure 2026	0	0%	0	0%
<b>TOTAL</b>	<b>12</b>		<b>52</b>	

## St. Johns County Visitors & Convention Bureau

### How long do you plan to stay?

March 1 - March 31, 2025

<u>Length of Stay</u>	<u>This</u> <u>month</u>	<u>Month %</u>	<u>YTD</u>	<u>YTD%</u>
1 day	0	0%	0	0%
2 days	0	0%	2	4%
3 days	2	17%	14	27%
1 week	3	25%	15	29%
2 weeks	0	0%	4	8%
3 weeks	0	0%	0	0%
1 month	0	0%	1	2%
2 months	0	0%	0	0%
3 months	0	0%	0	0%
Don't know	7	58%	16	31%
<b>TOTAL</b>	<b>12</b>		<b>52</b>	

**St. Johns County Visitors & Convention Bureau**

**How many people will be traveling in your party?**

March 1 - March 31, 2025

<b><u>Number of People</u></b>	<b><u>This</u></b>			
	<b><u>month</u></b>	<b><u>Month %</u></b>	<b><u>YTD</u></b>	<b><u>YTD%</u></b>
1	0	0%	2	4%
2	2	17%	17	33%
3	1	8%	6	12%
Four or more	3	25%	14	27%
Don't know	6	50%	13	25%
TOTAL	12		52	

**St. Johns County Visitors & Convention Bureau**

**What type of accommodations are you interested in?**

March 1 - March 31, 2025

<u>Type</u>	<u>This</u> <u>month</u>	<u>Month %</u>	<u>YTD</u>	<u>YTD%</u>
All	11	92%	45	87%
Hotel / Motel	1	8%	4	8%
Bed / Breakfast	0	0%	0	0%
Condo	0	0%	1	2%
RV	0	0%	1	2%
Single Family	0	0%	1	2%
Efficiency / Suite	0	0%	0	0%
<b>TOTAL</b>	<b>12</b>		<b>52</b>	