<table>
<thead>
<tr>
<th>YEAR</th>
<th>AGENT</th>
<th>CLASS ROLL</th>
<th># OF GIFTS</th>
<th>%</th>
<th>CLASS TOTAL</th>
<th>CUMULATIVE TOTAL</th>
</tr>
</thead>
<tbody>
<tr>
<td>1973-74</td>
<td>Marjory L. Gengler</td>
<td>1036</td>
<td>421</td>
<td>40.6%</td>
<td>$11,953</td>
<td>$11,953</td>
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<tr>
<td>1974-75</td>
<td>Marjory Gengler Smith</td>
<td>1018</td>
<td>427</td>
<td>41.9%</td>
<td>$10,673</td>
<td>$22,626</td>
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<tr>
<td>1975-76</td>
<td>Peter G. Smedile</td>
<td>1004</td>
<td>432</td>
<td>43.0%</td>
<td>$11,218</td>
<td>$33,844</td>
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<tr>
<td>1976-77</td>
<td>Peter G. Smedile</td>
<td>959</td>
<td>418</td>
<td>43.6%</td>
<td>$14,889</td>
<td>(r) $48,733</td>
</tr>
<tr>
<td>1977-78</td>
<td>William L. Goldberg</td>
<td>961</td>
<td>403</td>
<td>41.9%</td>
<td>$30,351</td>
<td>(R) $79,084</td>
</tr>
<tr>
<td>1978-79</td>
<td>William L. Goldberg</td>
<td>966</td>
<td>431</td>
<td>44.6%</td>
<td>$20,986</td>
<td>(r) $100,070</td>
</tr>
<tr>
<td>1979-80</td>
<td>William L. Goldberg</td>
<td>948</td>
<td>437</td>
<td>46.1%</td>
<td>$24,743</td>
<td>(r) $124,543</td>
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<tr>
<td>1980-81</td>
<td>William L. Goldberg</td>
<td>926</td>
<td>399</td>
<td>43.1%</td>
<td>$30,508</td>
<td>(r) $155,051</td>
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<tr>
<td>1981-82</td>
<td>William L. Goldberg</td>
<td>933</td>
<td>416</td>
<td>44.6%</td>
<td>$57,647</td>
<td>(r) $212,698</td>
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<tr>
<td>1982-83</td>
<td>William L. Goldberg</td>
<td>959</td>
<td>494</td>
<td>51.5%</td>
<td>$133,182</td>
<td>$345,880</td>
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<tr>
<td>1983-84</td>
<td>William L. Goldberg</td>
<td>958</td>
<td>416</td>
<td>43.4%</td>
<td>$49,571</td>
<td>$395,451</td>
</tr>
<tr>
<td>1984-85</td>
<td>William L. Goldberg</td>
<td>960</td>
<td>474</td>
<td>49.4%</td>
<td>$79,688</td>
<td>(r) $475,139</td>
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<tr>
<td>1985-86</td>
<td>William L. Goldberg</td>
<td>978</td>
<td>490</td>
<td>50.1%</td>
<td>$75,645</td>
<td>$550,784</td>
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<tr>
<td>1986-87</td>
<td>William L. Goldberg</td>
<td>978</td>
<td>523</td>
<td>53.5%</td>
<td>$90,944</td>
<td>(r) $641,728</td>
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<tr>
<td>1987-88</td>
<td>William L. Goldberg</td>
<td>974</td>
<td>527</td>
<td>54.1%</td>
<td>$359,740</td>
<td>$1,001,468</td>
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<tr>
<td>1988-89</td>
<td>Richard W. Thaler, Jr.</td>
<td>970</td>
<td>445</td>
<td>45.8%</td>
<td>$111,225</td>
<td>$1,112,693</td>
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<tr>
<td>1989-90</td>
<td>Richard W. Thaler, Jr.</td>
<td>966</td>
<td>482</td>
<td>49.8%</td>
<td>$120,742</td>
<td>$1,233,435</td>
</tr>
<tr>
<td>1990-91</td>
<td>Richard W. Thaler, Jr.</td>
<td>959</td>
<td>464</td>
<td>48.3%</td>
<td>$135,151</td>
<td>(r) $1,368,586</td>
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<tr>
<td>1991-92</td>
<td>Richard W. Thaler, Jr.</td>
<td>960</td>
<td>427</td>
<td>44.4%</td>
<td>$122,319</td>
<td>(r) $1,490,905</td>
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<tr>
<td>1992-93</td>
<td>Richard W. Thaler, Jr.</td>
<td>961</td>
<td>468</td>
<td>48.7%</td>
<td>$637,258</td>
<td>$2,128,163</td>
</tr>
<tr>
<td>1993-94</td>
<td>Douglas S. Grover</td>
<td>961</td>
<td>416</td>
<td>43.3%</td>
<td>$127,305</td>
<td>$2,255,468</td>
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<tr>
<td>1994-95</td>
<td>Douglas S. Grover</td>
<td>954</td>
<td>393</td>
<td>41.2%</td>
<td>$125,729</td>
<td>$2,381,197</td>
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<tr>
<td>1995-96</td>
<td>Douglas S. Grover</td>
<td>950</td>
<td>448</td>
<td>47.2%</td>
<td>$145,628</td>
<td>$2,526,825</td>
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<tr>
<td>1996-97</td>
<td>Douglas S. Grover</td>
<td>948</td>
<td>477</td>
<td>50.3%</td>
<td>$159,325</td>
<td>$2,686,150</td>
</tr>
<tr>
<td>1997-98</td>
<td>Douglas S. Grover</td>
<td>951</td>
<td>582</td>
<td>61.2%</td>
<td>$2,954,486</td>
<td>$5,640,636</td>
</tr>
<tr>
<td>1998-99</td>
<td>Douglas S. Grover</td>
<td>947</td>
<td>484</td>
<td>51.1%</td>
<td>$217,799</td>
<td>$5,858,435</td>
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<tr>
<td>1999-00</td>
<td>Douglas S. Grover</td>
<td>950</td>
<td>506</td>
<td>53.3%</td>
<td>$236,655</td>
<td>$6,095,090</td>
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<tr>
<td>2000-01</td>
<td>Douglas S. Grover</td>
<td>946</td>
<td>482</td>
<td>51.0%</td>
<td>$223,272</td>
<td>$6,318,362</td>
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<tr>
<td>2001-02</td>
<td>Douglas S. Grover</td>
<td>939</td>
<td>476</td>
<td>50.7%</td>
<td>$223,063</td>
<td>$6,541,425</td>
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<tr>
<td>2002-03</td>
<td>Douglas S. Grover</td>
<td>939</td>
<td>512</td>
<td>54.5%</td>
<td>$1,635,214</td>
<td>$8,176,639</td>
</tr>
<tr>
<td>Year</td>
<td>Name</td>
<td>Height</td>
<td>Stats</td>
<td>Percentage</td>
<td>Salary</td>
<td>Other Income</td>
</tr>
<tr>
<td>--------</td>
<td>----------------</td>
<td>--------</td>
<td>-------</td>
<td>------------</td>
<td>---------</td>
<td>--------------</td>
</tr>
<tr>
<td>2003-04</td>
<td>Neal R. Goins</td>
<td>934</td>
<td>431</td>
<td>46.1%</td>
<td>$242,276</td>
<td>(r) $8,418,915</td>
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<tr>
<td>2004-05</td>
<td>Neal R. Goins</td>
<td>929</td>
<td>465</td>
<td>50.1%</td>
<td>$331,529</td>
<td>(r) $8,750,444</td>
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<tr>
<td>2005-06</td>
<td>Neal R. Goins</td>
<td>928</td>
<td>437</td>
<td>47.0%</td>
<td>$310,157</td>
<td>$9,060,601</td>
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<tr>
<td>2006-07</td>
<td>Neal R. Goins</td>
<td>931</td>
<td>441</td>
<td>47.4%</td>
<td>$277,034</td>
<td>$9,337,635</td>
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<tr>
<td>2007-08</td>
<td>Neal R. Goins</td>
<td>934</td>
<td>472</td>
<td>50.5%</td>
<td>$1,883,881</td>
<td>$11,221,516</td>
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<tr>
<td>2008-09</td>
<td>Neal R. Goins</td>
<td>931</td>
<td>398</td>
<td>42.7%</td>
<td>$501,073</td>
<td>(r) $11,722,589</td>
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<tr>
<td>2009-10</td>
<td>Neal R. Goins</td>
<td>928</td>
<td>433</td>
<td>46.7%</td>
<td>$240,112</td>
<td>$11,962,701</td>
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<tr>
<td>2010-11</td>
<td>Neal R. Goins</td>
<td>923</td>
<td>450</td>
<td>48.8%</td>
<td>$237,990</td>
<td>$12,200,691</td>
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<tr>
<td>2011-12</td>
<td>Neal R. Goins</td>
<td>923</td>
<td>438</td>
<td>47.5%</td>
<td>$323,664</td>
<td>$12,524,355</td>
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<tr>
<td>2012-13</td>
<td>Neal R. Goins</td>
<td>917</td>
<td>435</td>
<td>47.4%</td>
<td>$1,375,970</td>
<td>$13,900,325</td>
</tr>
<tr>
<td>2013-14</td>
<td>Neil R. Goins</td>
<td>911</td>
<td>409</td>
<td>44.9%</td>
<td>$210,211</td>
<td>$14,110,536</td>
</tr>
<tr>
<td>2014-15</td>
<td>Neil R. Goins</td>
<td>912</td>
<td>389</td>
<td>42.7%</td>
<td>$214,747</td>
<td>$14,325,283</td>
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<tr>
<td>2015-16</td>
<td>Neil R. Goins</td>
<td>909</td>
<td>377</td>
<td>41.5%</td>
<td>$205,257</td>
<td>$14,530,540</td>
</tr>
</tbody>
</table>

TOTAL 47.3% $14,530,540