

**Trails For All (TfA) Board Meeting Minutes**  
**December 13, 2022, 5:30 pm in Person & via Zoom**  
**Approved: January 10, 2023**

**a) Board Members Present**

Janet Smith (JS)      Chuck Ziehr (CZ)      Herb Kober (HK)      Andrew Todd (AT)  
Sally Strom (SS)

**b) Board Members Absent**

Karen Foley (KF) and Paul Parsons (PP)

**Secretary's Note:** The meeting was chaired by JS as Vice President while PP, President, is on sabbatical. As per Board agreement at the October meeting, there was no Board meeting in November.

HK reported that PP returned a \$100 gift certificate to All the Range that had been won as a door prize by a donor at our Celebration Event. A decision will be made later as to how to use the gift certificate.

**Consent Agenda:**

1. Approval of October 2022 Minutes (Chuck)
2. Approval of October and November 2022 Treasurer's Reports (Herb)

HK moved and AT seconded that the consent agenda be approved; it passed unanimously.

**Reports, Discussion, Decisions:**

1. Spirit Campaign  
SS reminded JS earlier that we should promote the Wet Mountain Valley Community Association's Spirit Campaign to encourage donations for TfA. CZ wrote an email and HK sent the email to our distribution list via our MailChimp account on December 6.
2. Volunteer/Donor Celebration Event  
The event which was held on October 29<sup>th</sup> at the All Aboard Westcliffe building went well. It was agreed that we should host such an event again next year, but should have it earlier, probably in the latter part of August. There was a discussion of perhaps having some awards for volunteers (as well as door prizes); awards such as the Pulaski Award (in honor of Mark Dembosky) for most time on the trail or the Big Silkie Award for the New Volunteer of the Year. Wayne Ewing (Wet Mountain Tribune reporter) contacted JS about a possible article about our trail maintenance. CZ will craft an article to be posted on our Facebook page and sent to KLZR and the Wet Mountain Tribune. I was suggested that we invite a Wet Mountain Tribune reporter to our Celebration Event next year.
3. Non-Profit/Profit Relationships  
HK presented a draft of a consignment agreement between TfA and All the Range (see attached at the end of these minutes). SS made the motion to approve the agreement as presented with the addition of the one-page

maps and logo stickers to Appendix A; CZ seconded; it passed unanimously. JS will reach out to Tom and Taurin Dimler before the next meeting about developing S.E.E.K. as a formal program of TfA in order to clarify TfA's fiscal responsibility for the program as a non-profit organization.

4. Google Workspace for Non-Profits

Our account is functional. All board members have email accounts and Google Drive is available and all existing TfA files are accessible within it.

5. Merchandise

JS will check with KF to make sure stickers have been ordered. SS checked with Tom Dimler who recommended that stickers sell for \$3 each.

6. Winter Work

- a. Update the Trail Guide and more 1-pagers -- HK reported that of the 200 guides that were printed about 110 have sold and that of the 1,800 1-pagers (200 of each map) that have been printed about 140 have been sold. Two invoices are out-standing—one for Trail Guides and one for clothing; HK and Tom Dimler have an understanding for how to resolve these invoices satisfactorily. It was agreed that we should work on revisions and additions to the Trail Guide, but to sell out of the old ones before making the new ones available. HK will convene the revision committee after the holidays. TfA will seek a budget from Shelly Larson for her design services using InDesign software.
- b. Repairing and updating signage on the Rainbow Trail, improving the Comanche Trail, and improving the dangerous portions of the Rainbow Trail (Macey to North Colony segment) were suggested as future projects. AT will seek details from Jeff Outheir about the feasibility and cost for these projects. AT will put a spreadsheet in the Google Workspace for volunteers to create an inventory of which signs need to be repaired or replaced (including photos and location coordinates. It was suggested that we explore obtaining local government funds for hiring Shelly and the signage project since these efforts should directly aid tourism and local recreational use of the trails

7. Sangre De Cristo Trail Grant—Support Request

CZ reported that Dani Cook, USFS Trail Coordinator in Salida, contacted him and HK requesting TfA support for a trail grant application to American Trails in partnership with the Greater Arkansas River Nature Association, Upper Arkansas Wilderness Volunteers, Southwest Conservation Corps, and the Salida Ranger District to do trail maintenance in the Sangre de Cristo Wilderness on Stout Creek, Hunts Lake, and Bushnell Lakes trails. TfA agreed to provide a letter of support, \$500 toward their matching funds need, and to seek TfA volunteers to help provide labor; HK made the motion and AT seconded; it passed unanimously. CZ will draft the letter of support (following a template provided by Ms. Cook) and circulate it to the board ASAP; the grant application is due December 15.

**Next Meeting:** The next board meeting will be Tuesday, January 10, 2023 at 5:30 pm MT in-person at COL conference room and via Zoom.

**Adjournment:** JS adjourned the meeting at 6:47 pm.



Minutes prepared by:

Chuck Ziehr, Secretary, Trails for All Board of Directors

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## Consignment Agreement Trails for All

This Consignment Agreement states the terms and conditions of the contractual agreement between **Trails for All**, Westcliffe CO 81252, (the "Consignor") and **Tom Dimler**, All the Range, 212 Main St., Westcliffe, CO 81252 (the "Consignee"), who agree to be bound by this Agreement.

WHEREAS, the Consignor owns right and title to **Resale Items** described in Appendix A (the "Consigned Items"), and the Consignee desires to take possession of the Consigned Items with intention to selling them to third parties.

NOW, THEREFORE, in consideration of the mutual promises made by the parties hereto, the Consignor and the Consignee agree as follows:

### 1. RIGHT TO SELL

The Consignor hereby grants to the Consignee the right to display and sell the Consigned Items according to the terms and conditions of this Agreement.

### 2. RECOMMENDED PRICE

The recommended prices at which the Consignee may sell the Consigned Items are listed in Appendix A.

### 3. CONSIGNMENT FEE

The Consignee shall be invoiced by the Consignor the agreed upon **Consignee Cost Price** for the items delivered to the Consignee by the Consignor. Payment terms will be per each invoice submitted to the Consignee.

The Consignee shall sell items at or near the **Consignee Sell Price**. The difference between the Consignee Cost Price and the Consignee Sell Price shall be the Consignee's compensation for stocking and selling the item for the Consignor.

### 4. LOCATION OF ITEMS

The Consignee agrees and acknowledges that the Consigned Items shall only be kept and stored at 212 Main St., Westcliffe, CO 81252, unless otherwise agreed upon by the Consignor in writing.

### 5. TIMEFRAME

In the event all the Consigned Items are not sold by **December 31st**, all unsold Consigned Items may be returned to the Consignor for credit, if the relative invoice has not been paid by the Consignee, or reimbursement, if the relative invoice



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has been paid by the Consignee. Credits/reimbursements must be requested by and fulfilled by January 31<sup>st</sup> of the following year.

**6. CONSIGNOR REPRESENTATION**

The Consignor hereby represents and warrants that the Consignor holds full title to the Consigned Items.

**7. NO MODIFICATION UNLESS IN WRITING**

No modification of this Agreement shall be valid unless in writing and agreed upon by both Parties.

**8. APPLICABLE LAW**

This Agreement and the interpretation of its terms shall be governed by and construed in accordance with the laws of the State of Colorado and subject to the exclusive jurisdiction of the federal and state courts in Colorado.

Trails for All Consignment Agreement

11/28/22

**All the Range**

Tom Dimler

RETAIL SALES LICENSE No. \_\_\_\_\_

SIGNATURE \_\_\_\_\_

DATE \_\_\_\_\_

**Trails for All**

SIGNATURE \_\_\_\_\_

DATE \_\_\_\_\_

**Appendix A – Revisions to this schedule require new agreement signatures.**

<b>Trails for All</b>				11/28/2022	
Consignment Schedule - All the Range				<i>Recommended</i>	
<i>Item ID</i>	<i>Preferred Vendor</i>	<i>Name/Description</i>	<i>Consignee Cost Price</i>	<i>Consignee Sell Price</i>	
TFA-HG-E1R1	Trails for All	Hiking Guide Edition 1 Rev 1	20.00	25.00	
6010	Sportswear Graphics	Tri-blend S/S Crew (6010) Next Level	19.00	30.00	
6010_2X	Sportswear Graphics	Tri-blend S/S Crew (6010) 2X	19.50	30.00	
6021	Sportswear Graphics	Tri-blend L/S Hoody (6021) Next Level	28.00	40.00	
6021_2X	Sportswear Graphics	Tri-blend 2X Hoody (6021) Next Level	28.50	40.00	
6071	Sportswear Graphics	Tri-blend L/S Crew (6071) Next Level	27.00	40.00	
6071	Sportswear Graphics	Tri-blend L/S Crew (6071) Next Level	24.00	40.00	
6730	Sportswear Graphics	Tri-blend Women's Scoop (6730) Next Level	19.00	30.00	
6730_2X	Sportswear Graphics	Tri-blend Women's Scoop 2X (6730) Next Level	19.50	30.00	
6731	Sportswear Graphics	Tri-blend Women's Scoop (6731) Long Sleeve	22.00	35.00	
6740	Sportswear Graphics	Tri-blend Women's Deep V (6740) Next Level	19.00	30.00	
6951	Sportswear Graphics	Ladies Terry Raw-Edge 3/4 Sleeve Raglan	22.00	35.00	
BG6115	Sportswear Graphics	Port Authority Ultra-Core Cinch Pack with Print	12.00	20.00	

## Treasurer's Report, October 2022

Dear Board,

October expenses included one expense report reimbursement to SS for All the Range gift certificates for the October appreciation event, and our income included a CAF contribution and an invoice payment from All the Range.

### Account Summary

Date	Description	Amount
10/01/2022	<b>Beginning Balance</b>	<b>\$20,428.15</b>
	2 Credit(s) This Period	\$1,008.40
	1 Debit(s) This Period	\$300.00
10/31/2022	<b>Ending Balance</b>	<b>\$21,136.55</b>

Attached for your review are the following documents;

- TFA 2022 Budget Summary
- TFA October 2022 Balance Sheet
- TFA October 2022 P/L Statement
- TFA October 2022 Bank Statement

Please let me know if you have any questions or comments.

Regards,

Herb Kober

Treasurer, Trails For All

## Budget Status

The dollar amounts shown for 2022 actual are accurate relative to our books.

### Trails For All

Budget - 2022 (updated 11/28/22)

Account Description	12/31/2020 2020 Actual	12/31/2021 2021 Actual	2022 Budget	2022 Actual
Direct Public Support - Individual Contributions	973.00	465.00	500.00	500.00
Direct Public Support - Corporate Contributions	1,070.23	462.14	500.00	335.45
Direct Public Support - Spirit Campaign	4,905.16	5,032.24	5,215.86	5,215.86
Direct Public Support - Event Generated			-	
Product Sales	804.22	7,157.26	8,500.00	2,335.00
Grants	7,500.00	7,500.00	7,500.00	7,500.00
<b>Total Income</b>	<b>15,252.61</b>	<b>20,616.64</b>	<b>22,215.86</b>	<b>15,886.31</b>
Bank Service Charge	(69.37)	(24.00)	-	
Insurance	(1,512.00)	(1,573.00)	(1,600.00)	(1,907.00)
Event/Outreach	(79.00)		(500.00)	(300.00)
Grant Support/Matching			(500.00)	
Equipment			(500.00)	
Operating Supplies	(40.70)		(100.00)	
Training/Tuition/Event Registration		(135.00)	(300.00)	
Travel Expenses			-	
SEEK Support	(7,500.00)		(7,500.00)	
Trail development expense			(2,000.00)	
Web Hosting Fee	(156.00)	(156.00)	-	
Web Registration		(23.98)	(25.00)	
Web Development/Maintenance		(1,200.00)	(1,200.00)	
Mailchimp/Flippcause			(180.00)	
State Fees	(20.00)	(20.00)	(20.00)	(20.00)
PO Box Rental/Postage		(98.51)	(74.00)	(76.72)
Printing/Shirts/Collateral	(1,461.65)	(3,923.07)	(5,200.00)	(3,392.90)
Advertising		(400.00)	(400.00)	(300.00)
<b>Total Expenses</b>	<b>(10,834.72)</b>	<b>(7,553.56)</b>	<b>(19,899.00)</b>	<b>(5,996.62)</b>
<b>Net Cash</b>	<b>4,417.89</b>	<b>13,063.08</b>	<b>2,316.86</b>	<b>9,889.69</b>
		Actual net YTD 2021	Projected net EOY 2022	Actual net YTD 2022

## Unpaid Invoices

### Number of Days Overdue

	Not Yet Overdue	30 or Less	31 to 60	61 to 90	91 or More	Total Unpaid
All the Range	\$1,741.00 2 invoices					\$1,741.00 0.00 overdue
<b>Total Unpaid</b>	<b>\$1,741.00</b> 2 invoices	<b>\$0.00</b> 0 invoice	<b>\$0.00</b> 0 invoice	<b>\$0.00</b> 0 invoice	<b>\$0.00</b> 0 invoice	<b>\$1,741.00</b> 0.00 overdue

# Balance Sheet

## Trails For All

As of Oct 31, 2022



ACCOUNTS	Oct 31, 2022
<b>Assets</b>	
Total Cash and Bank	\$21,136.55
Total Other Current Assets	\$0.00
Total Long-term Assets	\$0.00
<b>Total Assets</b>	<b>\$21,136.55</b>
<b>Liabilities</b>	
Total Current Liabilities	\$0.00
Total Long-term Liabilities	\$0.00
<b>Total Liabilities</b>	<b>\$0.00</b>
<b>Equity</b>	
Total Other Equity	\$0.00
Total Retained Earnings	\$21,136.55
<b>Total Equity</b>	<b>\$21,136.55</b>



# Profit and Loss

## Trails For All

Date Range: Oct 01, 2022 to Oct 31, 2022

ACCOUNTS	Oct 01, 2022 to Oct 31, 2022
<b>Income</b>	
Direct Public Support – Corporate Contributions	\$8.40
Sales	\$1,000.00
<b>Total Income</b>	<b>\$1,008.40</b>
<b>Total Cost of Goods Sold</b>	
	<b>\$0.00</b>
<b>Gross Profit</b>	
As a percentage of Total Income	<b>\$1,008.40</b> 100.00%
<b>Operating Expenses</b>	
Event Support All the Range	\$300.00
<b>Total Operating Expenses</b>	<b>\$300.00</b>
<b>Net Profit</b>	
As a percentage of Total Income	<b>\$708.40</b> 70.25%



Trails for All



KIRKPATRICK BANK

Member FDIC

PO Box 2850  
Edmond, OK 73083

RETURN SERVICE REQUESTED

TRAILS FOR ALL  
PO BOX 1063  
WESTCLIFFE CO 81252-1063

## Statement Ending 10/31/2022

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### Managing Your Accounts

	Address	8 Bassick Place Westcliffe, CO 81252
	Branch Number	719-783-2030
	Customer Service	405-341-8222 or 1-866-262-2657
	Online	kirkpatrickbank.com
	Telephone Banking	405-341-3330 or 1-866-652-2657

### Summary of Accounts

Account Type	Account Number	Ending Balance
SIMPLY FREE BUSINESS CHECKING	XXXXXXXX2900	\$21,136.55

### SIMPLY FREE BUSINESS CHECKING-XXXXXXXX2900

#### Account Summary

Date	Description	Amount
10/01/2022	Beginning Balance	\$20,428.15
	2 Credit(s) This Period	\$1,008.40
	1 Debit(s) This Period	\$300.00
10/31/2022	Ending Balance	\$21,136.55

\*PLEASE EXAMINE STATEMENT AT ONCE. IF NO ERROR IS REPORTED WITHIN 30 DAYS, THE ACCOUNT WILL BE CONSIDERED CORRECT.  
\*IN CASE OF ERRORS OR QUESTIONS CONCERNING ELECTRONIC TRANSACTIONS, PLEASE TELEPHONE OR WRITE US AT THE ABOVE ADDRESS.

#### Other Credits

Date	Description	Amount
10/18/2022	MOBILE DEPOSIT	\$8.40
10/21/2022	MOBILE DEPOSIT	\$1,000.00

#### Checks Cleared

Check Nbr	Date	Amount
1007	10/31/2022	\$300.00

\* Indicates skipped check number

#### Daily Balances

Date	Amount	Date	Amount	Date	Amount
10/18/2022	\$20,436.55	10/21/2022	\$21,436.55	10/31/2022	\$21,136.55

#### Overdraft and Returned Item Fees

	Total for this period	Total year-to-date
Total Overdraft Fees	\$0.00	\$0.00
Total Returned Item Fees	\$0.00	\$0.00

### Bank Activity Receipts – October 2022

<u>Date</u>	<u>Description</u>	<u>Amount</u>
10/18/2022	MOBILE DEPOSIT	\$8.40
10/21/2022	MOBILE DEPOSIT	\$1,000.00

### Bank Activity Debits – October 2022

<u>Check Nbr</u>	<u>Date</u>	<u>Amount</u>
1007	10/31/2022	\$300.00

All electronic debits shown on statement made with debit card

## Treasurer's Report, November 2022

Dear Board,

November expenses included a SEEK reimbursement to All the Range, the rental fee to All Aboard Westcliffe and postage for one Hiking Guide, and our income included a CAF contribution, an Amazon Smile deposit and a \$100.00 contribution from Mickey Beyer.

### Account Summary

Date	Description	Amount
11/01/2022	<b>Beginning Balance</b>	<b>\$21,136.55</b>
	3 Credit(s) This Period	\$118.34
	3 Debit(s) This Period	\$3,723.94
11/30/2022	<b>Ending Balance</b>	<b>\$17,530.95</b>

Attached for your review are the following documents;

- TFA 2022 Budget Summary
- TFA November 2022 Balance Sheet
- TFA November 2022 P/L Statement
- TFA November 2022 Bank Statement

Please let me know if you have any questions or comments.

Regards,

Herb Kober

Treasurer, Trails For All

## 2022 Budget Status

The dollar amounts shown for 2022 actual are accurate relative to our books.

<b>Trails For All</b>				
<i>Budget - 2022 (updated 12/5/22)</i>				
	12/31/2020	12/31/2021		
Account Description	2020 Actual	2021 Actual	2022 Budget	2022 Actual
Direct Public Support - Individual Contributions	973.00	465.00	500.00	600.00
Direct Public Support - Corporate Contributions	1,070.23	462.14	500.00	353.79
Direct Public Support - Spirit Campaign	4,905.16	5,032.24	5,215.86	5,215.86
Direct Public Support - Event Generated			-	
Product Sales	804.22	7,157.26	8,500.00	2,335.00
Grants	7,500.00	7,500.00	7,500.00	7,500.00
<b>Total Income</b>	<b>15,252.61</b>	<b>20,616.64</b>	<b>22,215.86</b>	<b>16,004.65</b>
Bank Service Charge	(65.37)	(24.00)	-	
Insurance	(1,512.00)	(1,573.00)	(1,600.00)	(1,907.00)
Event/Outreach	(79.00)		(300.00)	(370.00)
Grant Support/Matching			(500.00)	
Equipment			(500.00)	
Operating Supplies	(40.70)		(100.00)	
Training/Tuition/Event Registration		(135.00)	(300.00)	
Travel Expenses			-	
SEEK Support	(7,500.00)		(7,500.00)	(3,650.10)
Trail development expense			(2,000.00)	
Web Hosting Fee	(156.00)	(156.00)	-	
Web Registration		(23.98)	(25.00)	
Web Development/Maintenance		(1,200.00)	(1,200.00)	
Mailchimp/Flipcause			(180.00)	
State Fees	(20.00)	(20.00)	(20.00)	(20.00)
PO Box Rental/Postage		(98.51)	(74.00)	(80.56)
Printing/Shirts/Collateral	(1,461.65)	(3,923.07)	(5,200.00)	(3,392.90)
Advertising		(400.00)	(400.00)	(300.00)
<b>Total Expenses</b>	<b>(10,834.72)</b>	<b>(7,553.56)</b>	<b>(19,899.00)</b>	<b>(9,720.56)</b>
<b>Net Cash</b>	<b>4,417.89</b>	<b>13,063.08</b>	<b>2,316.86</b>	<b>6,284.09</b>
		Actual net YTD 2021	Projected net EOY 2022	Actual net YTD 2022

## Unpaid Invoices

	Not Yet Overdue	Number of Days Overdue				Total Unpaid
		30 or Less	31 to 60	61 to 90	91 or More	
All the Range	\$1,741.00 2 invoices					\$1,741.00 0.00 overdue
<b>Total Unpaid</b>	<b>\$1,741.00</b> 2 invoices	<b>\$0.00</b> 0 invoice	<b>\$0.00</b> 0 invoice	<b>\$0.00</b> 0 invoice	<b>\$0.00</b> 0 invoice	<b>\$1,741.00</b> 0.00 overdue



Trails for All  
**Balance Sheet**  
**Trails For All**

As of Nov 30, 2022



<b>ACCOUNTS</b>	<b>Nov 30, 2022</b>
<b>Assets</b>	
Total Cash and Bank	\$17,530.95
Total Other Current Assets	\$0.00
Total Long-term Assets	\$0.00
<b>Total Assets</b>	<b>\$17,530.95</b>
<b>Liabilities</b>	
Total Current Liabilities	\$0.00
Total Long-term Liabilities	\$0.00
<b>Total Liabilities</b>	<b>\$0.00</b>
<b>Equity</b>	
Total Other Equity	\$0.00
Total Retained Earnings	\$17,530.95
<b>Total Equity</b>	<b>\$17,530.95</b>



# Profit and Loss

## Trails For All

Date Range: Nov 01, 2022 to Nov 30, 2022



ACCOUNTS	Nov 01, 2022 to Nov 30, 2022
<b>Income</b>	
Direct Public Support – Corporate Contributions	\$18.34
Direct Public Support – Individual Contributions	\$100.00
<b>Total Income</b>	<b>\$118.34</b>
<b>Total Cost of Goods Sold</b>	
	<b>\$0.00</b>
<b>Gross Profit</b>	
As a percentage of Total Income	<b>\$118.34</b> 100.00%
<b>Operating Expenses</b>	
Postage & Delivery	\$3.84
Rent Expense	\$70.00
SEEK Hiking Safety	\$528.30
SEEK Hiking Supplies	\$1,471.95
SEEK Youth Packs	\$1,649.85
<b>Total Operating Expenses</b>	<b>\$3,723.94</b>



Trails for All



**KIRKPATRICK BANK**  
Member FDIC

PO Box 2850  
Edmond, OK 73083




RETURN SERVICE REQUESTED

TRAILS FOR ALL  
PO BOX 1063  
WESTCLIFFE CO 81252-1063

## Statement Ending 11/30/2022

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### Managing Your Accounts

	Address	8 Bassick Place Westcliffe, CO 81252
	Branch Number	719-783-2030
	Customer Service	405-341-8222 or 1-866-262-2657
	Online	kirkpatrickbank.com
	Telephone Banking	405-341-3330 or 1-866-652-2657

### Summary of Accounts

Account Type	Account Number	Ending Balance
SIMPLY FREE BUSINESS CHECKING	XXXXXXXX2900	\$17,530.95

### SIMPLY FREE BUSINESS CHECKING-XXXXXXXX2900

#### Account Summary

Date	Description	Amount
11/01/2022	<b>Beginning Balance</b>	<b>\$21,136.55</b>
	3 Credit(s) This Period	\$118.34
	3 Debit(s) This Period	\$3,723.94
11/30/2022	<b>Ending Balance</b>	<b>\$17,530.95</b>

\*PLEASE EXAMINE STATEMENT AT ONCE. IF NO ERROR IS REPORTED WITHIN 30 DAYS, THE ACCOUNT WILL BE CONSIDERED CORRECT.  
\*IN CASE OF ERRORS OR QUESTIONS CONCERNING ELECTRONIC TRANSACTIONS, PLEASE TELEPHONE OR WRITE US AT THE ABOVE ADDRESS.

#### Electronic Credits

Date	Description	Amount
11/21/2022	AmazonSmil AMZNERSKZHJ5 payments.amazon.com ID#31UG6NUP6PY3SK7	\$9.94

#### Other Credits

Date	Description	Amount
11/07/2022	MOBILE DEPOSIT	\$8.40
11/07/2022	MOBILE DEPOSIT	\$100.00

#### Electronic Debits

Date	Description	Amount
11/22/2022	XX9278 PURCHASE* USPS PO 07954007 WESTCLIFFE CO 40076997 218273	\$3.84

#### Checks Cleared

Check Nbr	Date	Amount	Check Nbr	Date	Amount
1008	11/21/2022	\$70.00	1009	11/30/2022	\$3,650.10

\* Indicates skipped check number

#### Daily Balances

Date	Amount	Date	Amount
11/07/2022	\$21,244.95	11/22/2022	\$21,181.05
11/21/2022	\$21,184.89	11/30/2022	\$17,530.95