

Weekly VP Report

Silicon Valley BNI

For meeting 7/1/2010

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**Looking for attendance or stats spreadsheets?
Check the last few pages of this document!**

Presidents Message

BNI Family BBQ

July 25 picnic – please come to the picnic!

Quote of the Week:

"The best leader is the one who has the sense to surround himself with winning people."

This quote is by An Unknown Author.

Action of the Week:

Your action for this week is to see who you can bring to the chapter next week that you know is winning in their business and their life.

Chapter Contacts

VP Report / SiliconValleyBni.com Website Questions:

- ▣ Danielle Terrazas: danielle@colorstorystudio.com

BNI Announcements or Requests:

- ▣ Email svbnivp@gmail.com or danielle@colorstorystudio.com no later than the Monday before the meeting.

Miscellaneous Requests/Questions:

- ▣ EJ Hong: ej@ejhong.com

Speaker Scheduling:

- ▣ You are responsible for finding a sub if you can't make your assigned date.

MSP Training Dates:

- ▣ BNI-Sfbay.com – check the calendar
- ▣ SiliconValleyBNI.com – upcoming events page

Dues / BNI-SfBay Website Questions:

- ▣ Doug Dixon: ddixon@theloansource.com

Membership Questions:

- ▣ Janet Bocek: janet@bocekcpa.com

VP Report

	7/1/2010	Weekly Goal	4/1-7/1 2010	10/1/09 – 7/1/10	Annual Goal
Closed Business	\$46,353	\$50,000	\$763,148	\$2,008,834	\$2,000,000
Referrals Passed	55	50	895	2497	2,500
One to Ones	15	20	446	982	1,000
Visitors	3	5	14	51	250
Attendance	79%	95%	83%	85%	95%

Visitors are identified by the Visitor Hosts, if no name is provided, it is not awarded to the member who invited them

VP Report

Closed Business:

- ▣ \$12,324 – Janet Bocek
- ▣ \$11,380 – Liz Rhodes
- ▣ \$2,794 – Nicol Bernhardt
- ▣ \$2,247 – Danielle Terrazas

Referrals Given:

- ▣ 3 Referrals – Ingrid Mult, Michael Prevot, Charmaine Tu

Chapter Minimums:

- ▣ The minimum closed business for our chapter is:
 - ☒ \$3,000 per term and \$6,000 per year.
 - ☒ For 1st year members:
 - ☒ The minimum is \$1,000 per term and \$2000 per year.
- ▣ Keep in mind that the goal for each member is \$35,000 this year in order to reach our \$2,000,000 goal for this year.

Attendance/Visitor Policy:

- ▣ Each year is split into two terms: Term 1: October – March Term 2: April – September. Within each term you are allowed 3 absences and/ or up to 3 subs to equal no more than 6 total missed days. A visitor or sub can come to the chapter UP TO 2 TIMES PER TERM. This means that someone who has not applied to be a member of our chapter cannot come to the chapter more than twice per term. If you have asked someone to sub and they have already come twice, we will allow them to come to the meeting, but you will be marked as absent. There are 2 exceptions to this rule: 1. An employee of your office may sub for you up to 6 times per term. 2. A visitor who has submitted an application may visit until their application is no longer pending.

For more detailed reports, see VP report posted on our website.

Want to be on our weekly spotlight? Go to the SV BNI website or to BNI SF Bay site for articles on how to be a superstar, or go to the educational coordinators to check out our chapter's library!

Notes to the VP Report

☒ Referral/Thank You/One-to-one Slips:

- ▣ Please write First & Last Name of people on your slips. We have multiples of names and it is difficult to know who it is for!

☒ Absence — You are marked absent if:

- ▣ You are absent and do not have a sub.
- ▣ You are not in your seat or present at 7:15 a.m. when the President begins the meeting.
- ▣ You leave before the referral bag has completely been passed around the room.

☒ Referrals Given:

- ▣ Word about stats: Are your referrals diluted? If you take your referrals given and divide it into your Closed business this will measure the effectiveness of your referrals and are they closing. It is not just the passing a slip, but CLOSING the business.

☒ Value Given:

- ▣ Do you review inside referrals vs outside? We support each other, but to grow our businesses, we must find out how to better refer to our outside contacts?

☒ One to Ones

- ▣ Please confirm who is the initiator of a one-to-one prior to turning it in. The VP will return them to you unaccounted for at the next meeting

☒ Have a question on the VP Report?

- ▣ Email the VP at svbnivp@gmail.com

Secretary/Treasurer

☑ Speaker Rotation:

- ☐ 7/8/10 – Trey McAlister, Michelle Rogers
- ☐ 7/15/10 – Jason Andrew, Wayne Morgan
- ☐ 7/22/10 – Nate Schloss, Danielle Terrazas
- ☐ 7/29/10 – Mike Prevot, Steve Pappas
- ☐ 8/5/10 – Liz Rhodes, Stephanie Stafford
- ☐ 8/12/10 – George Talbot, Poppie Rodriguez
- ☐ 8/19/10 – Travis Krepelka, Jackie Bocian

☑ What if I can't speak on my assigned date?

- ☐ It is each members responsibility to find someone to switch with if they cannot speak on their assigned date. Please do not contact leadership team to assist you with this.

☑ When will I be added to the speaker rotation?

- ☐ You will be added to the speaker rotation and website when you have successfully completed MSP. Please contact your VP when complete!

☑ Need to use the projector?

- ☐ Please go to our website to see how to request the necessary equipment or contact Wayne Morgan. If your presentation does not work, please make sure you are ready to speak without it.

☑ Please arrive between 6:30 and 6:45 a.m. to make sure that you are able to setup your presentation because your 10 minutes begin after Nate introduces you, no matter what happens.

☑ Information regarding presentations: www.siliconvalleybni.com/speaker-information

Members needing to attend MSP:

- ☐ Rob Rowe
- ☐ Kris McDonough
- ☐ Please confirm you have attended. Your name will be removed from this list at that time.

For MSP training, please go to:

- ☐ www.bnisfbay.com/calendar/index.php?act=calendar

Membership Committee

☒ Renewals for August:

- ☐ Jackie Bocian
- ☐ Frona Kahn
- ☐ Armando Palomar
- ☐ **Please Note: If you have received approval from the membership committee, please bring your check for \$330 on Thursday.**

☒ Renewals for September:

- ☐ Jason Andrew
- ☐ Vivien Zheng
- ☐ **Please Note: If you have received approval from the membership committee, please bring your check for \$330 on Thursday.**

☒ Please Note:

- ☐ Effective October 1, 2010 annual fees will be \$365. If you wish to renew early and pay the \$330, please contact the secretary treasurer. Renewing early does not change your renewal date, and your renewal fees are non-refundable.
- ☒ If a member is up for renewal and you have concerns, please email the Membership Committee at membershipsbn@gmail.com with your concerns.
- ☒ If you have a conflict, please try to resolve with the member, then approach the Membership Committee if it remains open.
- ☒ Please be professional at all times and treat your relationships with your fellow members with the same respect you feel you deserve. You are subject to the Code of Ethics. Consult with a membership committee member with questions.

Membership Committee

Quarterly Dues:

- ▣ \$160.00 on or before 7/1/2010
- ▣ \$180.00 after 7/1/2010
- ▣ After 7/1/2010 you will be marked absent if dues are not paid.

Just wanted to send a quick reminder:

- ▣ Please be advised of the following policy. We appreciate everyone's cooperation and please help us run a tight ship at our BNI.
 - ▣ All quarterly membership dues (\$160) are to be paid by the 1st meeting of the quarter.
 - ▣ If your dues are not received by the 1st meeting of the quarter, you will be considered late.
 - ▣ If your dues are not received by the 2nd meeting of the quarter, you will be counted as absent (even if you are present at the meeting) for every meeting until your dues are received.

Educational Resources

☒ Our chapter website

- ▣ www.siliconvalleybni.com/

☒ What you will find:

- ▣ Announcements, VP reports, Articles, Chapter Members, Links to other BNI Websites, Location

☒ Have you checked out our library?

☒ BNI San Francisco Bay Area website: www.bnisfbay.com

- ▣ You will find a wealth of information here. Forms, articles, networking tips, building yourself in your group, other chapters, rules for BNI and much more. Use it. You can click on the link from our website so you only need one bookmark

- ☒ Your user name is: bnisfbay

- ☒ Password: member

☒ BNI Official Website: <http://www.bni.com/>

- ▣ You will find resources, more articles, a store to buy things, and much more!

☒ Are you on Linked in? Please look for our group!

☒ Important Note:

- ▣ Your membership does not give you permission to email the whole group announcements, newsletters or spam. BNI rules state that we are to be respectful and follow the appropriate guidelines under spam.

- ☒ If someone has sent you an announcement, please email them privately requesting you not be included. If you do not have resolution, please submit your concerns to the membership committee at membershipsbnibay@gmail.com.

Educational Moment

📅 July 1, 2010

📅 Why do People buy?

People do not make buying decisions based on the features of a particular product or service. Buying decisions are made when the customer sees that your product or service will fulfill a particular need. If you want to educate your sales team then it is imperative to tell them what sets you apart from your competition. Let them know how you meet or exceed this need! Discuss the benefits of the product or service rather than its features!

We have heard many examples from well-respected marketing professionals like Zig Ziglar, Brian Tracy, and Dr. Ivan Misner, the Founder of BNI. For example:

- ▣ People do not buy a newspaper, they buy news.
- ▣ People do not buy a website, they buy the ability to earn passive income.
- ▣ People do not buy eyeglasses, they buy vision.
- ▣ People do not buy a lamp, they buy light and the ability to see things clearly.
- ▣ Finally, “People don’t buy a membership in an organization like BNI, they buy cooperation with people to accomplish goals that they cannot achieve on their own. Teamwork divides the effort and multiplies the effect ... that is what networking in BNI is all about” (Dr. Ivan Misner).

📅 So, when asking for referrals and explaining what sets you apart from your competition, discuss the benefits of what you offer rather than the features!

Upcoming Events

July 25: Family BBQ

- ▣ 3-6pm, Rengstorff Park in Mountain View
- ▣ More details to come.

Have an announcement to make?

Member announcements available if received by 4pm on Mondays.

PALMS Report: Silicon Valley BNI: July-01-2010

#	Name	P	A	L	M	S	RG	RR	V	1 to 1	Value Given
1	K.C. Anderson	1	0	0	0	0	0	2	0	0	\$990
2	Jason Andrew	1	0	0	0	0	3	1	0	0	\$0
3	Asen Angelov	0	1	0	0	0	0	1	0	0	\$260
4	Nicol Bernhardt	1	0	0	0	0	0	0	0	0	\$2,794
5	Mary Blaser	1	0	0	0	0	1	0	0	0	\$0
6	Janet Bocek	1	0	0	0	0	0	1	0	0	\$12,324
7	Jacqueline Bocian	0	1	0	0	0	0	4	0	1	\$1,560
8	Bryant Busalacchi	0	1	0	0	0	1	0	0	0	\$1,953
9	Patricia Cunningham	0	1	0	0	0	0	0	0	0	\$130
10	Robert Davis	1	0	0	0	0	1	2	0	0	\$192
11	Susan Davis	1	0	0	0	0	1	0	0	0	\$0
12	Ron DeAngelis	1	0	0	0	0	0	0	0	0	\$0
13	Patricia Del Gavio	0	0	0	0	1	0	0	0	0	\$1,200
14	Doug Dixon	1	0	0	0	0	0	0	0	0	\$0
15	David Feldmeyer	0	1	0	0	0	0	4	0	0	\$0
16	Jan Fong	1	0	0	0	0	0	0	0	0	\$1,040
17	Ginny Hagopian	1	0	0	0	0	0	0	0	2	\$0
18	Melanie Hibbs	1	0	0	0	0	1	0	0	2	\$0
19	E.J. Hong	1	0	0	0	0	0	1	1	0	\$56
20	Kim Hunter	1	0	0	0	0	0	0	0	0	\$0
21	David Joud	1	0	0	0	0	2	0	0	1	\$275
22	John Jue	1	0	0	0	0	0	1	0	0	\$2,040
23	Malika Junaid	1	0	0	0	0	2	0	0	0	\$267
24	Frona Kahn	1	0	0	0	0	1	2	1	2	\$546
25	Don Khamapirad	1	0	0	0	0	0	0	0	0	\$0
26	Travis Krepelka	1	0	0	0	0	1	0	0	0	\$0
27	Gary Laine	1	0	0	0	0	1	0	0	1	\$0
28	Angela Leung	1	0	0	0	0	3	4	0	0	\$444
29	Ronald Leung	1	0	0	0	0	1	0	0	0	\$0
30	Alice Locke Chezar	1	0	0	0	0	3	1	0	0	\$0
31	Alicia Lucas	1	0	0	0	0	1	0	0	0	\$755
32	Brett Macauley	1	0	0	0	0	1	1	0	0	\$1,745
33	Warren McCord	0	1	0	0	0	0	0	0	0	\$0
34	Adam Meyers	1	0	0	0	0	2	2	0	0	\$0
35	Michael Mok	0	0	0	0	1	0	0	0	1	\$70
36	Wayne Morgan	0	0	0	0	1	0	2	0	0	\$0
37	Ingrid Mult	1	0	0	0	0	3	2	0	0	\$90
38	Candice Normoyle	1	0	0	0	0	4	1	0	0	\$98
39	Armando Palomar	1	0	0	0	0	1	3	0	0	\$225
40	Stephen Pappas	1	0	0	0	0	1	1	0	0	\$0
41	Kathryn Pendleton	1	0	0	0	0	0	0	0	0	\$90
42	Michael Prevot	1	0	0	0	0	4	0	0	1	\$75
43	Ted Ray	1	0	0	0	0	0	2	0	0	\$0
44	Krista Regedanz	0	0	0	1	0	0	0	0	0	\$85
45	Lizbeth Rhodes	1	0	0	0	0	1	0	0	0	\$11,380
46	Poppie Rodriguez	1	0	0	0	0	0	1	0	0	\$0
47	Michelle Rogers	1	0	0	0	0	1	0	0	0	\$1,530
48	Robert Rowe	1	0	0	0	0	2	0	0	0	\$0
49	Sooji Rugh	1	0	0	0	0	1	0	0	0	\$300
50	Scott Safadi	1	0	0	0	0	0	1	0	0	\$0
51	Nate Schloss	1	0	0	0	0	1	0	0	0	\$75
52	Jeannie Shea	0	0	0	0	1	0	4	0	0	\$150
53	Stephanie Stafford	0	0	0	0	1	0	3	0	0	\$451
54	George Talbot	1	0	0	0	0	0	1	0	1	\$176
55	Danielle Terrazas	1	0	0	0	0	2	1	1	1	\$2,247
56	Charmaine Tu	1	0	0	0	0	4	1	0	0	\$430
57	Michael Weed	1	0	0	0	0	1	0	0	0	\$0
58	Vivien Zheng	1	0	0	0	0	1	1	0	0	\$0
59	Jeanne dePolo	1	0	0	0	0	2	0	0	2	\$56
60	Trey McAlister	0	0	0	0	0	0	0	0	0	\$0
61	Visitor(s)	0	0	0	0	0	0	4	0	0	\$254
	Total	47	6	0	1	5	55	55	3	15	\$46,353

Attendance 79.66%

PALMS Report: Silicon Valley BNI: Apr-01-2010 - July-01-2010

Rank	Name	P	A	L	M	S	RG	RR	V	1 to 1	Value Given
1	Janet Bocek	10	2	0	0	2	9	20	0	1	\$67,195
2	Lizbeth Rhodes	12	1	0	0	1	7	9	0	1	\$58,114
3	Jacqueline Bocian	11	1	0	0	2	73	17	0	6	\$55,475
4	Sooji Rugh	10	0	0	0	4	7	9	0	1	\$41,399
5	Alicia Lucas	11	3	0	0	0	8	8	0	0	\$40,026
6	Michelle Rogers	11	0	0	0	3	13	6	0	12	\$36,907
7	Danielle Terrazas	13	1	0	0	0	18	27	3	12	\$30,412
8	Bryant Busalacchi	12	2	0	0	0	12	8	0	10	\$25,974
9	Brett Macauley	12	0	0	0	2	7	4	0	12	\$24,986
10	Charmaine Tu	14	0	0	0	0	37	12	0	7	\$23,427
11	Nicol Bernhardt	13	1	0	0	0	12	16	0	1	\$21,810
12	Doug Dixon	13	1	0	0	0	9	14	0	8	\$17,728
13	Warren McCord	10	3	0	0	1	2	12	0	3	\$15,343
14	Frona Kahn	10	1	0	0	3	31	16	1	7	\$14,398
15	Malika Junaid	14	0	0	0	0	22	6	1	5	\$12,925
16	Ron DeAngelis	10	1	0	0	3	4	4	0	0	\$11,869
17	Michael Prevot	14	0	0	0	0	57	87	0	20	\$11,625
18	Nate Schloss	12	2	0	0	0	11	32	0	5	\$11,539
19	Travis Krepelka	12	1	0	0	1	8	7	0	0	\$10,990
20	Jan Fong	10	2	0	0	2	7	9	0	5	\$10,413
21	Patricia Del Gavio	9	2	0	0	3	20	8	2	13	\$10,113
22	Margaret Barton	7	0	0	0	1	15	1	0	4	\$9,920
23	Angela Leung	11	2	0	0	1	20	21	0	3	\$8,842
24	Melanie Hibbs	14	0	0	0	0	12	5	0	12	\$8,817
25	Israel Zehavi	8	2	0	0	0	19	5	0	3	\$8,670
26	David Joud	12	0	0	0	2	10	7	1	18	\$8,634
27	Jeannie Shea	5	0	0	0	1	16	12	1	12	\$8,330
28	Michael Weed	11	3	0	0	0	7	11	0	7	\$8,160
29	Patricia Cunningham	10	1	0	0	3	17	4	0	11	\$6,970
30	Jason Andrew	11	2	0	0	1	23	19	0	4	\$6,828
31	Armando Palomar	12	1	0	0	1	5	13	0	0	\$6,236
32	Robert Davis	12	2	0	0	0	17	24	0	1	\$6,110
33	Ingrid Mult	11	3	0	0	0	19	24	0	3	\$5,941
34	Wayne Morgan	12	0	0	0	2	51	42	0	24	\$5,406
35	Ted Ray	7	1	0	0	0	13	6	0	2	\$5,319
36	E.J. Hong	13	0	0	0	1	11	12	2	12	\$5,081
37	Jeanne dePolo	11	0	0	3	0	12	4	0	5	\$4,927
38	George Talbot	13	0	0	0	1	6	16	0	5	\$4,385
39	Kathryn Pendleton	11	2	0	0	1	5	1	0	7	\$4,283
40	Asen Angelov	12	1	1	0	0	9	30	0	8	\$4,194
41	Candice Normoyle	11	0	0	0	3	22	13	0	1	\$3,877
42	Stephen Pappas	14	0	0	0	0	6	5	0	6	\$3,666
43	John Jue	14	0	0	0	0	7	23	0	4	\$3,520
44	Mark Gardner	2	4	0	0	1	2	5	0	0	\$3,071
45	David Feldmeyer	9	5	0	0	0	3	29	0	6	\$2,907
46	K.C. Anderson	9	0	0	0	0	7	21	0	16	\$2,899
47	Stephanie Stafford	13	0	0	0	1	14	20	1	4	\$2,700
48	Gary Laine	13	1	0	0	0	7	7	0	8	\$2,399
49	Ronald Leung	14	0	0	0	0	8	6	0	2	\$1,925
50	Kim Hunter	12	1	0	0	1	14	8	1	7	\$1,510
51	Don Khamapirad	13	1	0	0	0	6	8	0	7	\$1,427
52	Mary Blaser	12	0	0	0	2	17	10	0	8	\$1,395
53	Poppie Rodriguez	13	1	0	0	0	5	15	0	2	\$1,324
54	Yvette Gilardi	6	4	0	0	0	3	4	0	4	\$1,060
55	Adam Meyers	12	1	0	0	1	11	18	0	3	\$898
56	Ginny Hagopian	12	0	0	2	0	7	1	0	7	\$834
57	Scott Safadi	14	0	0	0	0	10	3	0	14	\$736
58	Krista Regedanz	13	0	0	1	0	13	3	0	33	\$644
59	Vivien Zheng	11	3	0	0	0	12	12	0	6	\$357
60	Michael Mok	7	1	0	0	1	5	5	0	8	\$70
61	Alba Alamillo	4	2	0	0	0	0	0	0	0	\$0
61	Kellie Bloom	4	2	0	0	0	2	0	0	0	\$0
61	Brian Bulger	4	2	0	0	0	0	0	0	0	\$0
61	Susan Davis	12	2	0	0	0	8	6	0	5	\$0
61	Martin Gebert	5	1	0	0	0	0	0	0	0	\$0
61	Houshang Livian	5	0	0	0	0	1	0	0	1	\$0
61	Alice Locke Chezard	12	0	0	0	2	8	7	0	9	\$0
61	David Lunning	5	1	0	0	0	0	0	0	0	\$0
61	George Quiring	3	3	0	0	0	0	2	0	0	\$0
61	Robert Rowe	8	1	0	0	0	10	11	0	1	\$0
61	Kelly Shewbridge	1	1	0	0	0	0	0	0	0	\$0
	Trey McAlister	2	0	0	0	0	0	0	0	0	\$0
	Visitor(s)	2	0	0	0	0	26	62	1	14	\$46,208
Total		737	81	1	6	54	895	892	14	446	\$763,148

Attendance 83.85%

PALMS Report: Silicon Valley BNI: Oct-01-2009 - July-01-2010

Rank	Name	P	A	L	M	S	RG	RR	V	1 to 1	Value Given
1	Janet Bocek	27	5	0	0	5	29	81	0	6	\$152,808
2	Jacqueline Bocian	31	3	0	0	3	252	35	1	22	\$133,269
3	Michelle Rogers	27	0	0	0	10	30	39	1	29	\$130,323
4	Lizbeth Rhodes	34	2	0	0	1	31	27	0	12	\$86,452
5	George Talbot	33	2	0	0	2	19	41	1	5	\$72,905
6	Alicia Lucas	30	5	0	0	2	52	28	0	4	\$72,226
7	Sooji Rugh	29	3	0	0	5	23	26	0	6	\$65,235
8	Danielle Terrazas	34	3	0	0	0	50	70	3	32	\$55,223
9	Warren McCord	29	6	0	0	2	16	40	0	9	\$50,657
10	Bryant Busalacchi	34	3	0	0	0	34	27	0	21	\$45,821
11	Brett Macauley	32	0	0	0	5	35	18	2	43	\$44,708
12	Doug Dixon	34	2	0	0	1	24	55	2	15	\$43,090
13	Charmaine Tu	34	3	0	0	0	84	55	0	14	\$41,884
14	David Joud	32	1	0	0	4	24	17	1	44	\$38,821
15	Israel Zehavi	27	6	0	0	0	50	21	0	6	\$38,459
16	Nicol Bernhardt	33	3	0	0	1	29	30	0	5	\$36,324
17	Jan Fong	30	2	0	0	5	45	41	3	12	\$33,899
18	Melanie Hibbs	34	1	0	0	2	35	26	0	20	\$30,683
19	E.J. Hong	36	0	0	0	1	35	44	3	16	\$29,429
20	Jason Andrew	29	4	1	0	3	76	71	1	16	\$28,165
21	Alba Alamillo	21	7	0	0	1	11	12	0	2	\$26,897
22	Angela Leung	30	5	0	0	2	58	49	0	13	\$24,789
23	Ingrid Mult	31	4	2	0	0	82	95	2	7	\$24,205
24	Michael Prevot	37	0	0	0	0	102	190	1	41	\$23,894
25	Malika Junaid	32	1	0	0	4	70	20	8	14	\$23,023
26	Robert Davis	24	3	0	0	0	29	30	0	8	\$22,721
27	Nate Schloss	34	3	0	0	0	23	65	0	12	\$21,884
28	Jeanne dePolo	30	3	0	3	1	50	18	0	9	\$20,619
29	Ron DeAngelis	27	3	1	0	6	15	20	0	5	\$20,066
30	Margaret Barton	28	2	0	0	1	58	8	1	24	\$19,896
31	Don Khamapirad	32	5	0	0	0	20	27	2	12	\$18,545
32	Patricia Cunningham	31	2	0	0	4	60	12	2	39	\$17,895
33	Susan Davis	23	4	0	0	0	17	15	1	11	\$17,437
34	Frona Kahn	29	3	0	0	5	66	39	1	24	\$16,799
35	Candice Normoyle	25	3	0	0	9	65	31	0	3	\$15,633
36	Mary Blaser	32	2	0	0	3	80	24	2	13	\$15,169
37	Brian Bulger	26	3	0	0	0	12	21	0	6	\$14,601
38	Armando Palomar	31	3	0	0	3	18	40	0	0	\$12,499
39	Travis Krepelka	30	4	0	0	3	24	19	0	0	\$12,490
40	Patricia Del Gavio	21	3	0	0	3	56	16	3	27	\$11,680
41	Kellie Bloom	22	3	2	0	1	37	27	0	26	\$10,589
42	Kim Hunter	35	1	0	0	1	49	31	1	24	\$9,645
43	Stephanie Stafford	36	0	0	0	1	37	32	1	10	\$9,419
44	Poppie Rodriguez	36	1	0	0	0	21	73	0	4	\$8,946
45	David Feldmeyer	26	7	0	0	0	13	61	0	9	\$8,853
46	Jeannie Shea	5	0	0	0	1	16	12	1	12	\$8,330
47	Michael Weed	23	4	0	0	0	17	17	0	10	\$8,315
48	Yvette Gilardi	26	7	0	0	0	11	29	0	9	\$7,755
49	John Jue	36	0	0	0	1	19	81	1	12	\$7,394
50	Kathryn Pendleton	29	5	0	0	3	17	3	0	13	\$7,378
51	Mark Gardner	19	7	0	0	4	20	25	0	1	\$6,485
52	Wayne Morgan	32	0	0	0	5	60	80	0	27	\$6,091
53	Ginny Hagopian	34	1	0	2	0	18	11	0	23	\$5,985
54	Gary Laine	34	2	0	0	1	23	25	0	19	\$5,436
55	Stephen Pappas	35	2	0	0	0	18	31	2	15	\$5,387
56	Ted Ray	7	1	0	0	0	13	6	0	2	\$5,319
57	David Lunning	27	2	0	0	0	9	43	1	5	\$4,436
58	Asen Angelov	15	1	1	0	0	10	34	1	10	\$4,194
59	Ronald Leung	34	3	0	0	0	18	34	0	10	\$3,756
60	K.C. Anderson	9	0	0	0	0	7	21	0	16	\$2,899
61	Ann Langley	4	2	0	0	0	4	1	0	0	\$2,800
62	Adam Meyers	17	1	0	0	1	14	28	0	4	\$2,618
63	Vivien Zheng	32	5	0	0	0	23	33	0	11	\$1,912
64	Houshang Livian	25	3	0	0	0	10	21	0	4	\$1,171
65	Kelly Shewbridge	24	1	0	0	0	11	17	1	13	\$1,060
66	Scott Safadi	14	0	0	0	0	10	3	0	14	\$736
67	Krista Regedanz	13	0	0	1	0	13	3	0	33	\$644
68	Martin Gebert	16	12	1	0	0	4	2	0	0	\$360
69	George Quiring	24	5	0	0	0	11	23	0	4	\$177
70	Michael Mok	7	1	0	0	1	5	5	0	8	\$70
71	Joel Robare	5	10	0	0	0	3	1	0	0	\$55
72	Alice Locke Chezar	12	0	0	0	2	8	7	0	9	\$0
72	Shiva Pouyamehr	0	1	0	0	0	0	0	0	0	\$0
72	Robert Rowe	8	1	0	0	0	10	11	0	1	\$0
	Trey McAlister	3	0	0	0	0	0	0	0	0	\$0
	Visitor(s)	2	0	0	0	0	49	121	1	17	\$249,496
Total		1929	206	8	6	119	2497	2495	51	982	\$2,008,834

Attendance 85.05%