

**NUNAVUT LOTTERY  
GOVERNMENT OF NUNAVUT  
Department of Community and Government Services  
FINANCIAL STATEMENTS  
March 31, 2016**

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## **MANAGEMENT'S RESPONSIBILITY FOR REPORTING**

The accompanying financial statements have been prepared by management, which is responsible for the reliability, integrity and objectivity of the information provided. They have been prepared in accordance with Canadian public sector accounting standards. Where necessary the statements include amounts that are based on informed judgements and estimates by management, giving appropriate consideration to reasonable limits of materiality.

In discharging its responsibility for the integrity and fairness of the financial statements and for the accounting systems from which they are derived, management maintains the necessary system of internal controls designed to provide assurance that transactions are authorized, assets are safeguarded and proper records are maintained. These controls include quality standards in hiring and training employees, written policies and procedures manuals, and accountability for performance within appropriate and well-defined areas of responsibility. The Board's management recognizes its responsibility for conducting the Board's affairs in accordance with the requirements of applicable laws and sound business principles, and for maintaining standards of conduct that are appropriate.

The Auditors annually provide an independent, objective audit for the purpose of expressing an opinion on the financial statements in accordance with Canadian generally accepted auditing standards.

General Manager,  
NWT Sport and Recreation Council

June 30, 2016

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## INDEPENDENT AUDITOR'S REPORT

To the Deputy Minister,  
Department of Community and Government Services  
Government of Nunavut

We have audited the accompanying financial statements of Nunavut Lottery, which comprise the Statement of Financial Position as at March 31, 2016, and the Statements of Changes in Net Assets, Operations, and Cash Flows for the year then ended, and a summary of significant accounting policies and other explanatory information.

### *Management's Responsibility for the Financial Statements*

Management is responsible for the preparation and fair presentation of these financial statements in accordance with Canadian public sector accounting standards, and for such internal control as management determines is necessary to enable the preparation of financial statements that are free from material misstatement, whether due to fraud or error.

### *Auditor's Responsibility*

Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit in accordance with Canadian generally accepted auditing standards. Those standards require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the Organization's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Organization's internal control. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

### *Opinion*

In our opinion, the financial statements present fairly, in all material respects, the financial position of Nunavut Lottery as at March 31, 2016, and the results of its operations and its cash flows for the year then ended in accordance with Canadian public sector accounting standards.

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Avery Cooper & Co. Ltd.  
Certified General Accountants  
Yellowknife, NT

June 30, 2016

# NUNAVUT LOTTERY

## STATEMENT OF FINANCIAL POSITION

March 31, 2016

	2016	2015
<b>FINANCIAL ASSETS</b>		
Cash	\$ 284,411	\$ 156,548
Short term investments	100,000	100,000
Accrued interest receivable	73	239
Due from NWT Lottery Authority	247,098	376,092
	<u>631,582</u>	<u>632,879</u>
<b>LIABILITIES</b>		
Accounts payable and accrued liabilities	5,254	5,628
Due to NWT Sport and Recreation Council	-	238
	<u>5,254</u>	<u>5,866</u>
<b>NET FINANCIAL ASSETS</b>	<u>626,328</u>	<u>627,013</u>
<b>ACCUMULATED SURPLUS</b>		
<b>BALANCE, OPENING</b>	627,013	786,812
<b>EXCESS OF REVENUE OVER EXPENSES PER PAGE 3</b>	626,328	490,201
<b>FUNDS REMITTED TO THE GOVERNMENT OF NUNAVUT</b>	(627,013)	(650,000)
<b>BALANCE, CLOSING</b>	<u>\$ 626,328</u>	<u>\$ 627,013</u>

On behalf of the Nunavut Lottery

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Director, NWT Sport and Recreation Council

\_\_\_\_\_  
Gov't of Nunavut Department of Community and  
Government Services

**NUNAVUT LOTTERY**

**STATEMENT OF CHANGES IN NET FINANCIAL ASSETS**  
**March 31, 2016**

	2016	2015
<b>EXCESS OF REVENUE OVER EXPENSES per page 3</b>	\$ 626,328	\$ 490,201
<b>FUNDS REMITTED TO THE GOVERNMENT OF NUNAVUT</b>	(627,013)	(650,000)
<b>NET FINANCIAL ASSETS, opening</b>	627,013	786,812
<b>NET FINANCIAL ASSETS, closing</b>	\$ 626,328	\$ 627,013

**NUNAVUT LOTTERY**  
**STATEMENT OF OPERATIONS**  
For the year ended March 31, 2016

	<b>Budget 2016 (unaudited)</b>	<b>Actual 2016</b>	Actual 2015
	\$	\$	\$
<b>REVENUES</b>			
Lottery Revenue, Net ( <i>Schedule 2</i> )	<b>754,615</b>	<b>801,290</b>	589,689
Interest	<b>1,000</b>	<b>1,511</b>	1,715
<b>Total revenue</b>	<b>755,615</b>	<b>802,801</b>	591,404
<b>EXPENSES</b>			
Audit and accounting	<b>5,500</b>	<b>6,563</b>	5,528
Insurance ( <i>Note 8</i> )	-	<b>248</b>	279
Management fee	<b>14,500</b>	-	12,564
Postage and freight	<b>12,000</b>	<b>13,456</b>	7,155
Professional development and training	<b>3,000</b>	-	4,221
Professional fees - other	<b>500</b>	-	-
Repairs and maintenance	<b>500</b>	-	335
Salaries, wages and benefits	<b>72,000</b>	<b>(376)</b>	71,121
Travel	<b>500</b>	-	-
	<b>108,500</b>	<b>19,891</b>	101,203
<b>Excess (deficiency) before allocation</b>	<b>647,115</b>	<b>782,910</b>	490,201
Corporate Overhead Allocation ( <i>Note 10</i> )	-	<b>156,582</b>	-
<b>Excess (deficiency) of revenue over expenses</b>	<b>647,115</b>	<b>626,328</b>	490,201

**NUNAVUT LOTTERY**  
**STATEMENT OF CASH FLOWS**  
For the year ended March 31, 2016

	<b>2016</b>	<b>2015</b>
	<b>\$</b>	<b>\$</b>
<hr/>		
<b>CASH FLOWS FROM OPERATING ACTIVITIES</b>		
Cash receipts	<b>930,450</b>	677,235
Cash receipts from other revenue	<b>1,511</b>	1,715
Cash paid to suppliers	<b>(177,085)</b>	(101,863)
<hr/>		
Net cash provided by operations	<b>754,876</b>	577,087
<hr/>		
<b>FINANCING AND INVESTING ACTIVITIES</b>		
Funds remitted to Government of Nunavut	<b>(627,013)</b>	(650,000)
Purchase of long term investment	<b>-</b>	(100,000)
<hr/>		
Net cash provided by (used in) financing and investing activities	<b>(627,013)</b>	(750,000)
<hr/>		
<b>Net increase (decrease) in cash</b>	<b>127,863</b>	(172,913)
Cash, beginning of year	<b>156,548</b>	329,461
<hr/>		
<b>Cash, end of year</b>	<b>284,411</b>	156,548
<hr/>		



**NUNAVUT LOTTERY**  
**NOTES TO FINANCIAL STATEMENTS**  
For the year ended March 31, 2016

**NOTE 1 NATURE OF OPERATIONS**

The NWT Sport and Recreation Council (NWTSRC) has agreements with the Western Canada Lottery Corporation (Western Canada Lottery Corporation Agreement, signed April 1, 2009) and the Government of Nunavut (Nunavut Lottery Agreement, signed April 1, 2009) for the purpose of conducting and managing the sale of Western Canada Lottery products. The NWTSRC was appointed to assist in the joint marketing of the Western Canada Lottery (the "Lottery") in the Territory of Nunavut. This agreement was updated on April 1, 2015 and expires March 31, 2020 unless terminated earlier in accordance with the Agreement or renewed by mutual parties.

**NOTE 2 SIGNIFICANT ACCOUNTING POLICIES**

These financial statements are prepared in accordance with Canadian public sector accounting standards in accordance with the Public Sector Accounting Board (PSAB). The significant accounting policies used are as follows:

- a) Funds received from Western Canada Lottery Corporation are recognized as revenue only when the draw has been completed.
- b) Cash equivalents are considered all investments with maturities of three months or less and bank loans with no fixed terms of repayment.
- c) The financial instruments consist of cash, accounts payable and due to a related party. Unless otherwise noted, it is management's opinion, that the Nunavut Lottery is not exposed to significant interest, currency or credit risk.
- d) Financial assets, consisting of cash, accounts receivable and due from related parties, are assets that could be used to discharge existing liabilities or finance future operations and are not for consumption in the normal course of operations.
- e) Non-financial assets, consisting of prepaid expenses, are not available to discharge existing liabilities and are held for use in the provision of services in future periods. They have useful lives extending beyond the current year and are not intended for sale in the ordinary course of operations.
- f) Net debt is measured as the difference between the Organization's liabilities and financial assets. This difference bears directly on the Organization's future revenue requirements and on its ability to finance its activities and meet its liabilities and contractual obligations.

**NUNAVUT LOTTERY**  
**NOTES TO FINANCIAL STATEMENTS**  
For the year ended March 31, 2016

**NOTE 3 CHANGE IN ACCOUNTING POLICIES**

**a) Inter-entity transactions**

In March 2015, the Public Sector Accounting Board (PSAB) issued Section PS 3420, "Inter-entity transactions". This new Section establishes standards on how to account for and report transactions between public sector entities that comprise a government's reporting entity from both a provider and recipient perspective. The main features of the new Section are:

- under a policy of cost allocation, revenues and expenses are recognized on a gross basis;
- transactions are measured at their carrying amount, except in special circumstances;
- a recipient may choose to recognize unallocated costs for the provision of goods and services and measure them at the carrying amount, fair value or other amount dictated by policy, accountability structure or budget practice, and
- the transfer of an asset or liability for nominal or no consideration is measured by the provider at the carrying amount and by the recipient at the carrying amount or fair value. This Section applies to fiscal years beginning on or after April 1, 2017. Earlier adoption is permitted. The Nunavut Lottery is currently assessing the impact of this Section.

**b) Assets**

In June 2015, the PSAB issued Section PS 3210, "Assets". This new Section provides guidance for applying the definition of assets and establishes general disclosure standards for assets. Disclosure of information about the major categories of assets that are not recognized is required. When an asset is not recognized because a reasonable estimate of the amount involved cannot be made, the reason(s) for this should be disclosed. This Section applies to fiscal years beginning on or after April 1, 2017. Earlier adoption is permitted. The Nunavut Lottery is currently assessing the impact of this Section.

**c) Related party disclosures**

In March 2015, the PSAB issued Section PS 2200, "Related party disclosures". This new Section defines a related party and established disclosures required for related party transactions. Disclosure of information about related party transactions and the relationship underlying them is required when they have occurred at a value different from that which would have been arrived at if the parties were unrelated, and they have, or could have, a material effect on the financial statements. This Section applies to fiscal years beginning on or after April 1, 2017. Earlier adoption is permitted. The Nunavut Lottery is currently assessing the impact of this Section.

**NOTE 4 NET SALES FOR THE PERIOD**

	\$	%
Eastern Arctic / Nunavut ( <i>Schedule 4</i> )	2,761,221	15.3
Western Arctic / NWT ( <i>Schedule 4</i> )	15,261,255	84.7
<b>Total</b>	<b>18,022,476</b>	<b>100.0</b>

**NUNAVUT LOTTERY**  
**NOTES TO FINANCIAL STATEMENTS**  
For the year ended March 31, 2016

**NOTE 5 NUMBER OF TERMINALS**

	#	%
<b>Eastern Arctic / Nunavut</b>		
April 1 through March 31, 2016	3	
Multiply by number of months	<u>12.00</u>	
	<u>36.00</u>	
Weighted average number of terminals	<b>3.00</b>	10.65
<b>Western Arctic / NWT</b>		
April 1 through December 31, 2015	25	
Multiply by number of months	<u>9.00</u>	
	225.00	
January 1 through to February 29, 2016	26	
Multiply by number of months	<u>2.00</u>	
	52.00	
March 1 through to March 31, 2016	25	
Multiply by number of months	<u>1.00</u>	
	<u>25.00</u>	
	<u>302.00</u>	
Weighted average number of terminals	<b>25.17</b>	89.35
<b>Total</b>	<b>28.17</b>	<b>100</b>

**NOTE 6 ACTUAL COST**

Actual cost will be charged as the expenses are incurred.

**NUNAVUT LOTTERY**  
**NOTES TO FINANCIAL STATEMENTS**  
For the year ended March 31, 2016

**NOTE 7 COMMUNICATIONS**

		\$
<hr/>		
<b>Eastern Arctic / Nunavut</b>		
<b>Satellite Locations</b>		
April 1 through March 31, 2016	1	
Multiply by number of months	<u>12.00</u>	
	<u>12.00</u>	
Total months	12.00	
Multiply by monthly cost (based on 1 terminals)	\$ <u>1,164.65</u>	
Fixed cost for eastern terminals on satellite		13,976
<b>Non Satellite Locations</b>		
April 1 through March 31, 2016	2	
Multiply by number of months	<u>12.00</u>	
	<u>24.00</u>	
Total months	24.00	
Multiply by monthly cost (based on 1 terminals)	\$ <u>344.50</u>	
Fixed cost for eastern non satellite terminals		8,268
Total communications cost per WCLC	160,956	
Less: Fixed communication costs	<u>(138,265)</u>	
Other communications costs, total	22,691	
Multiply by: Percentage of sales, Nunavut	15.3 %	3,472
<hr/>		
Total - to Schedule 2		<b>25,716</b>
<hr/>		

**NOTE 8 INSURANCE**

		\$
<hr/>		
Base insurance		2,333
Multiply by: percentage		<u>10.65 %</u>
<hr/>		
Total - to Schedule 1		<b>248</b>
<hr/>		

**NUNAVUT LOTTERY**  
**NOTES TO FINANCIAL STATEMENTS**  
For the year ended March 31, 2016

**NOTE 9 AMORTIZATION**

	\$	%	\$
50% based on percentage of sales	34,553	15.3	5,287
50% based on number of terminals	34,553	10.65	3,680
<b>Total - to Schedule 2</b>	<b>69,106</b>		<b>8,967</b>

**NOTE 10 CORPORATE OVERHEAD ALLOCATION**

The corporate overhead allocation is calculated as 20% of total Nunavut Lottery net income before overhead allocation.

	\$
Nunavut Net Income before COA <i>per Statement of Operations</i>	782,910
Multiply by: COA charge	20 %
<b>Total</b>	<b>156,582</b>

**NOTE 11 OTHER EXPENSES**

Any, and all, costs associated with loss of revenue as a result of theft, fraud, collusion or other acts at the Eastern retailers will be the responsibility of the Nunavut government, not NWT Lottery Authority or NWT Sport and Recreation Council.

**NOTE 12 MEDIA EXPENSE**

The media expense *per Schedule 2* is based on the total media expense before management fee multiplied by the percentage of terminals located in Nunavut.

Based on number of terminals	144,092	10.65	15,346
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**NOTE 13 FINANCIAL INSTRUMENTS**

Financial instruments consist of cash, due to/from related parties and accounts payable and accrued liabilities. Unless otherwise noted, it is management's opinion that the Corporation is not exposed to significant interest, currency or credit risks. The fair value of these financial instruments approximate their carrying values, unless otherwise noted.

**NUNAVUT LOTTERY  
CALCULATION OF AMOUNTS  
FOR STATEMENT OF OPERATIONS**

**Schedule 1**

("Gross Total" derived from NWT Lottery Authority financial records)  
For the year ended March 31, 2016

	Gross NWT Lottery \$	Nunavut Percentage %	Nunavut Amount \$
<b>REVENUE</b>			
Lottery Revenue, Net ( <i>Schedule 3</i> )	6,068,759	15.3	<b>801,290</b>
Net Lottery income	6,068,759		<b>801,290</b>
<b>Other Revenue</b>			
Interest	1,000		<b>1,511</b>
Total revenue	6,069,759		<b>802,801</b>
<b>EXPENSES</b>			
Audit and accounting	5,500		<b>6,563</b>
Insurance ( <i>Note 8</i> )	-		<b>248</b>
Management fee	14,500		-
Postage and freight	12,000		<b>13,456</b>
Professional development and training	3,000		-
Professional fees - other	500		-
Repairs and maintenance	500		-
Salaries, wages and benefits	72,000		<b>(376)</b>
Travel	500		-
Corporate overhead allocation ( <i>Note 10</i> )	-		<b>156,582</b>
	108,500		<b>176,473</b>
Excess (deficiency) of revenue over expenses	5,961,259		<b>626,328</b>

**NUNAVUT LOTTERY**  
**SCHEDULE OF LOTTERY REVENUE, NET**  
(see calculations for Actual amounts on Schedule 3)  
For the year ended March 31, 2016

**Schedule 2**

	<b>Budget 2016 (unaudited)</b>	<b>Actual 2016</b>	<b>Actual 2015</b>
	\$	\$	\$
<b>REVENUE</b>			
Lottery ticket sales	2,412,314	2,988,013	1,930,361
<b>Direct Expenses</b>			
Free tickets	106,654	122,937	99,432
Prizes	1,248,459	1,689,198	984,734
Retailer commissions	133,890	169,894	105,033
Ticket printing	31,641	59,113	28,211
	1,520,644	2,041,142	1,217,410
<b>Net ticket sales revenue</b>	<b>891,670</b>	<b>946,871</b>	<b>712,951</b>
Interest and other income	4,185	3,750	2,350
<b>Operating income</b>	<b>895,855</b>	<b>950,621</b>	<b>715,301</b>
<b>CORPORATE EXPENSES</b>			
Amortization	9,600	8,967	10,893
Communications	28,000	25,716	26,398
Cost of premises	3,290	3,517	2,528
Draws and winning numbers publication	800	665	577
Employee development	750	640	483
Equipment	5,000	5,180	4,873
Freight and product transport	500	462	374
Goods and services tax	11,500	13,725	9,400
I.L.C. expense	2,100	1,781	1,727
Insurance and bank charges	300	263	244
Media & advertising	14,000	15,346	13,454
Overhead allocation	-	(45)	(31)
Payment to Government of Canada	23,000	25,614	19,647
Presentations, publications and miscellaneous	350	565	503
Professional fees	7,400	7,551	5,713
Promotion	2,300	1,653	727
Salaries, wages and benefits	31,500	37,103	27,505
Supplies	400	336	265
Travel	450	292	332
	141,240	149,331	125,612
<b>Excess (deficiency) of revenue over expenses</b>	<b>754,615</b>	<b>801,290</b>	<b>589,689</b>

**NUNAVUT LOTTERY  
CALCULATION OF AMOUNTS  
FOR SCHEDULE OF LOTTERY REVENUE, NET** **Schedule 3**  
(amounts derived from Western Canada Lottery Corporation financial statements)  
For the year ended March 31, 2016

	Note #	Actual Total \$	Nunavut Percentage %	Nunavut Amount \$
<b>REVENUE</b>				
Lottery ticket sales	4	<b>19,529,499</b>	15.3	2,988,013
<b>Direct Expenses</b>				
Free tickets	4	<b>1,175,379</b>	-	122,937
Prizes	4	<b>9,975,724</b>	-	1,689,198
Retailer commissions	4	<b>1,064,123</b>	-	169,894
Ticket printing	4	<b>246,845</b>	-	59,113
		<b>12,462,071</b>		2,041,142
<b>Net ticket sales revenue</b>		<b>7,067,428</b>		946,871
Interest and other income	4	<b>24,513</b>	15.3	3,750
<b>Operating income</b>	4	<b>7,091,941</b>	15.3	950,621
<b>CORPORATE EXPENSES</b>				
Amortization	9	<b>69,106</b>	-	8,967
Communications	7	<b>160,956</b>	-	25,716
Cost of premises	4	<b>22,986</b>	15.3	3,517
Draws and winning numbers publication	4	<b>4,349</b>	15.3	665
Employee development	4	<b>4,181</b>	15.3	640
Equipment	4	<b>33,854</b>	15.3	5,180
Facilities and equipment rental		-	15.3	-
Freight and product transport	4	<b>3,017</b>	15.3	462
Goods and services tax	4	<b>89,703</b>	15.3	13,725
I.L.C. expense	4	<b>11,640</b>	15.3	1,781
Insurance and bank charges	4	<b>1,717</b>	15.3	263
Media & advertising	12	<b>144,092</b>	10.7	15,346
Overhead allocation	4	<b>(292)</b>	15.3	(45)
Payment to Government of Canada	4	<b>167,410</b>	15.3	25,614
Presentations, publications and miscellaneous	4	<b>3,696</b>	15.3	565
Professional fees	4	<b>49,354</b>	15.3	7,551
Promotion	4	<b>10,804</b>	15.3	1,653
Salaries, wages and benefits	4	<b>242,506</b>	15.3	37,103
Supplies	4	<b>2,197</b>	15.3	336
Travel	4	<b>1,906</b>	15.3	292
		<b>1,023,182</b>		149,331
<b>Excess (deficiency) of revenue over expenses</b>		<b>6,068,759</b>		801,290



NUNAVUT LOTTERY  
CONTINUITY OF MONTHLY SALES AND PERCENTAGES  
For the year ended March 31, 2016

Schedule 4

	<b>Net Sales</b>			<b>Monthly Percentage</b>		<b>Cumulative Gross Amount</b>			<b>Cumulative Percentage</b>	
	<b>East</b>	<b>West</b>	<b>TOTAL</b>	<b>East</b>	<b>West</b>	<b>East</b>	<b>West</b>	<b>TOTAL</b>	<b>East</b>	<b>West</b>
	<b>\$</b>	<b>\$</b>	<b>\$</b>	<b>%</b>	<b>%</b>	<b>\$</b>	<b>\$</b>	<b>\$</b>	<b>%</b>	<b>%</b>
April 30, 2015	176,936	1,097,301	1,274,237	13.9%	86.1%	176,936	1,097,301	1,274,237	13.9%	86.1%
May 31, 2015	223,855	1,357,292	1,581,147	14.2%	85.8%	400,791	2,454,593	2,855,384	14.0%	86.0%
June 30, 2015	212,977	1,240,509	1,453,486	14.7%	85.3%	613,768	3,695,102	4,308,870	14.2%	85.8%
July 31, 2015	210,622	1,306,244	1,516,866	13.9%	86.1%	824,390	5,001,346	5,825,736	14.2%	85.8%
August 31, 2015	180,609	1,064,147	1,244,756	14.5%	85.5%	1,004,999	6,065,493	7,070,492	14.2%	85.8%
September 30, 2015	256,869	1,276,261	1,533,130	16.8%	83.2%	1,261,868	7,341,754	8,603,622	14.7%	85.3%
October 31, 2015	283,085	1,396,432	1,679,517	16.9%	83.1%	1,544,953	8,738,186	10,283,139	15.0%	85.0%
November 30, 2015	240,095	1,178,884	1,418,979	16.9%	83.1%	1,785,048	9,917,070	11,702,118	15.3%	84.7%
December 31, 2015	277,601	1,527,673	1,805,274	15.4%	84.6%	2,062,649	11,444,743	13,507,392	15.3%	84.7%
January 31, 2016	240,557	1,268,158	1,508,715	15.9%	84.1%	2,303,206	12,712,901	15,016,107	15.3%	84.7%
February 29, 2016	221,278	1,191,300	1,412,578	15.7%	84.3%	2,524,484	13,904,201	16,428,685	15.4%	84.6%
March 31, 2016	236,737	1,357,054	1,593,791	14.9%	85.1%	<b>2,761,221</b>	<b>15,261,255</b>	18,022,476	<b>15.3%</b>	<b>84.7%</b>
	<b>2,761,221</b>	<b>15,261,255</b>	<b>18,022,476</b>							