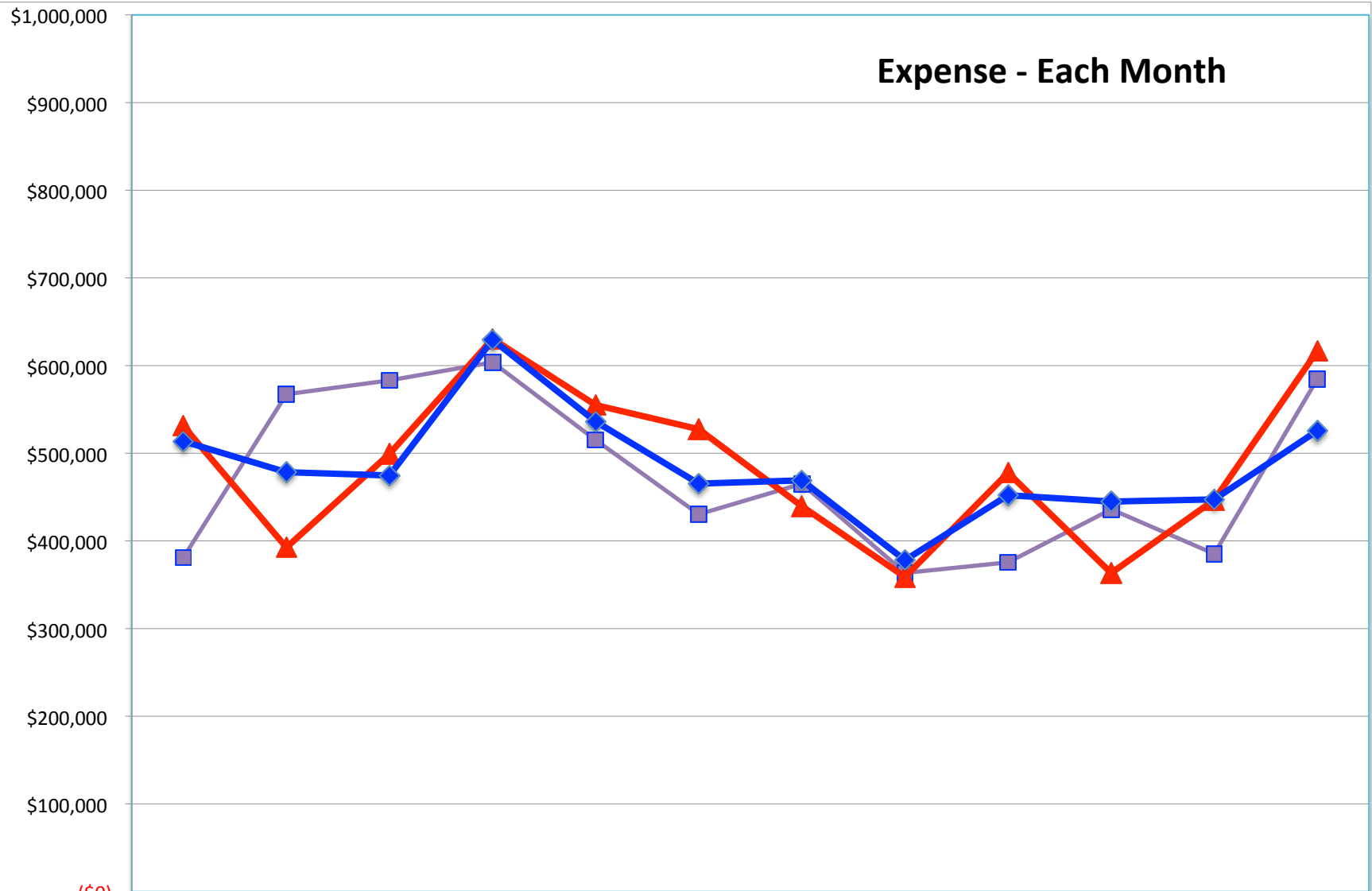


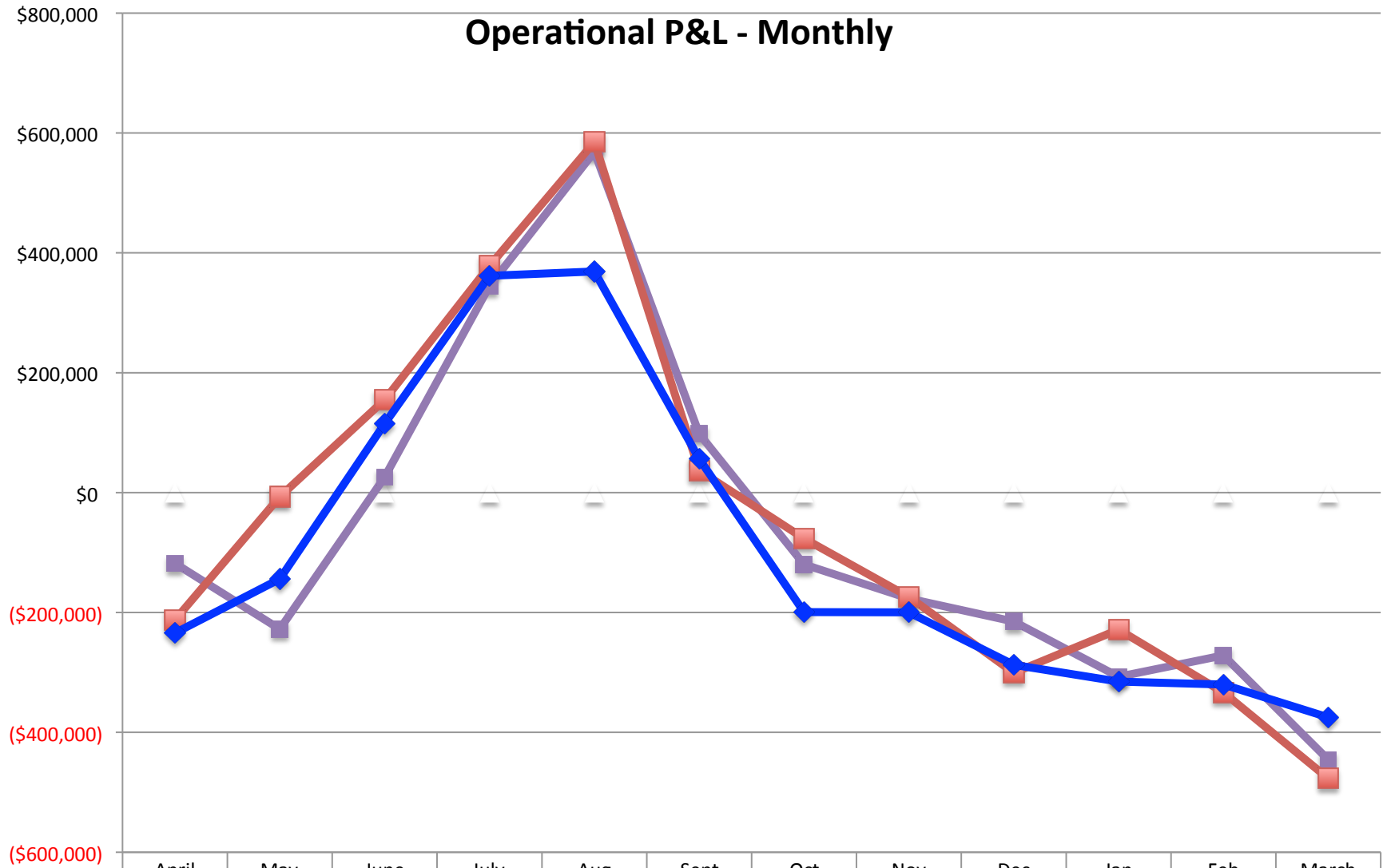
<span style="color: purple;">■</span> FY2014	\$262,691	\$339,519	\$608,891	\$948,307	\$1,083,819	\$528,331	\$345,305	\$186,793	\$160,271	\$128,968	\$113,614	\$139,219
<span style="color: red;">▲</span> FY2015	\$318,971	\$385,614	\$653,912	\$1,008,512	\$1,139,866	\$564,267	\$363,050	\$184,995	\$176,989	\$134,893	\$113,353	\$139,832
% Diff	21.4%	13.6%	7.4%	6.3%	5.2%	6.8%	5.1%	-1.0%	10.4%	4.6%	-0.2%	0.4%
<span style="color: blue;">◆</span> Budget	\$279,384	\$334,198	\$589,558	\$991,017	\$904,912	\$521,524	\$269,719	\$178,387	\$164,700	\$129,632	\$127,184	\$150,736
%Diff	14.2%	15.4%	10.9%	1.8%	26.0%	8.2%	34.6%	3.7%	7.5%	4.1%	-10.9%	-7.2%



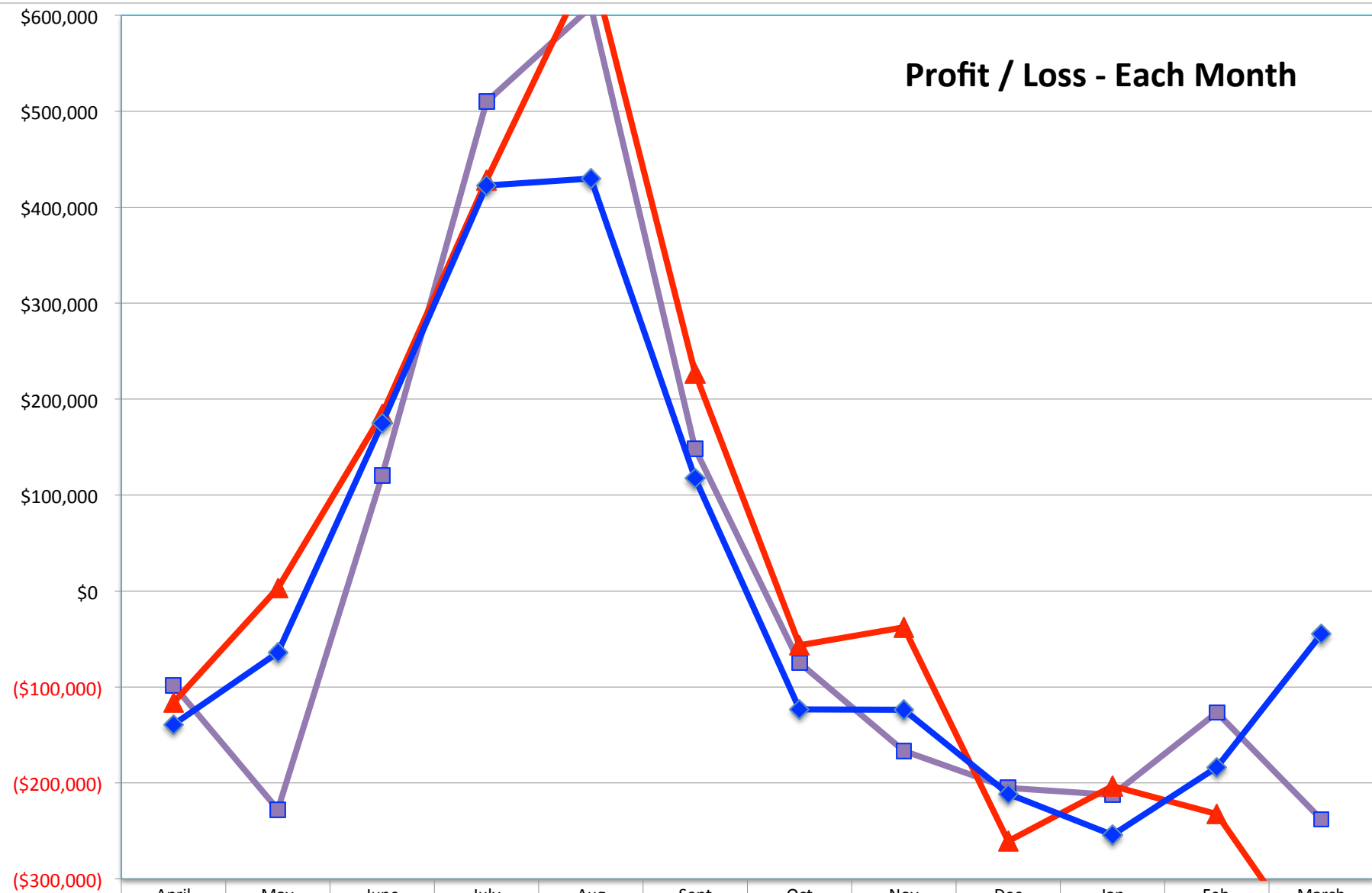
(\$0)

	April	May	June	July	Aug	Sept	Oct	Nov	Dec	Jan	Feb	March
<span style="color: purple;">■</span> FY2014	\$380,902	\$567,262	\$583,118	\$603,737	\$515,103	\$430,363	\$465,175	\$363,433	\$375,472	\$436,098	\$385,228	\$584,857
<span style="color: red;">▲</span> FY2015	\$531,237	\$392,533	\$499,263	\$630,479	\$554,991	\$527,375	\$439,535	\$358,885	\$477,651	\$363,406	\$446,694	\$616,708
% Diff	39.5%	-30.8%	-14.4%	4.4%	7.7%	22.5%	-5.5%	-1.3%	27.2%	-16.7%	16.0%	5.4%
<span style="color: blue;">◆</span> Budget	\$513,564	\$478,345	\$474,598	\$629,406	\$536,059	\$465,282	\$469,114	\$378,072	\$452,131	\$444,865	\$447,396	\$525,718
% Diff	3.4%	-17.9%	5.2%	0.2%	3.5%	13.3%	-6.3%	-5.1%	5.6%	-18.3%	-0.2%	17.3%

## Operational P&L - Monthly



	April	May	June	July	Aug	Sept	Oct	Nov	Dec	Jan	Feb	March
FY2014	(\$118,211)	(\$227,743)	\$25,773	\$344,570	\$568,716	\$97,968	(\$119,870)	(\$176,640)	(\$215,201)	(\$307,130)	(\$271,614)	(\$445,638)
FY2015	(\$212,266)	(\$6,919)	\$154,649	\$378,033	\$584,875	\$36,892	(\$76,485)	(\$173,890)	(\$300,662)	(\$228,513)	(\$333,341)	(\$476,876)
% Diff	-79.6%	97.0%	500.0%	9.7%	2.8%	-62.3%	36.2%	1.6%	-39.7%	25.6%	-22.7%	-7.0%
Budget	(\$234,180)	(\$144,147)	\$114,960	\$361,611	\$368,853	\$56,242	(\$199,395)	(\$199,684)	(\$287,431)	(\$315,233)	(\$320,212)	(\$374,982)
% Diff	9.4%	95.2%	34.5%	4.5%	58.6%	-34.4%	61.6%	12.9%	-4.6%	27.5%	-4.1%	-27.2%

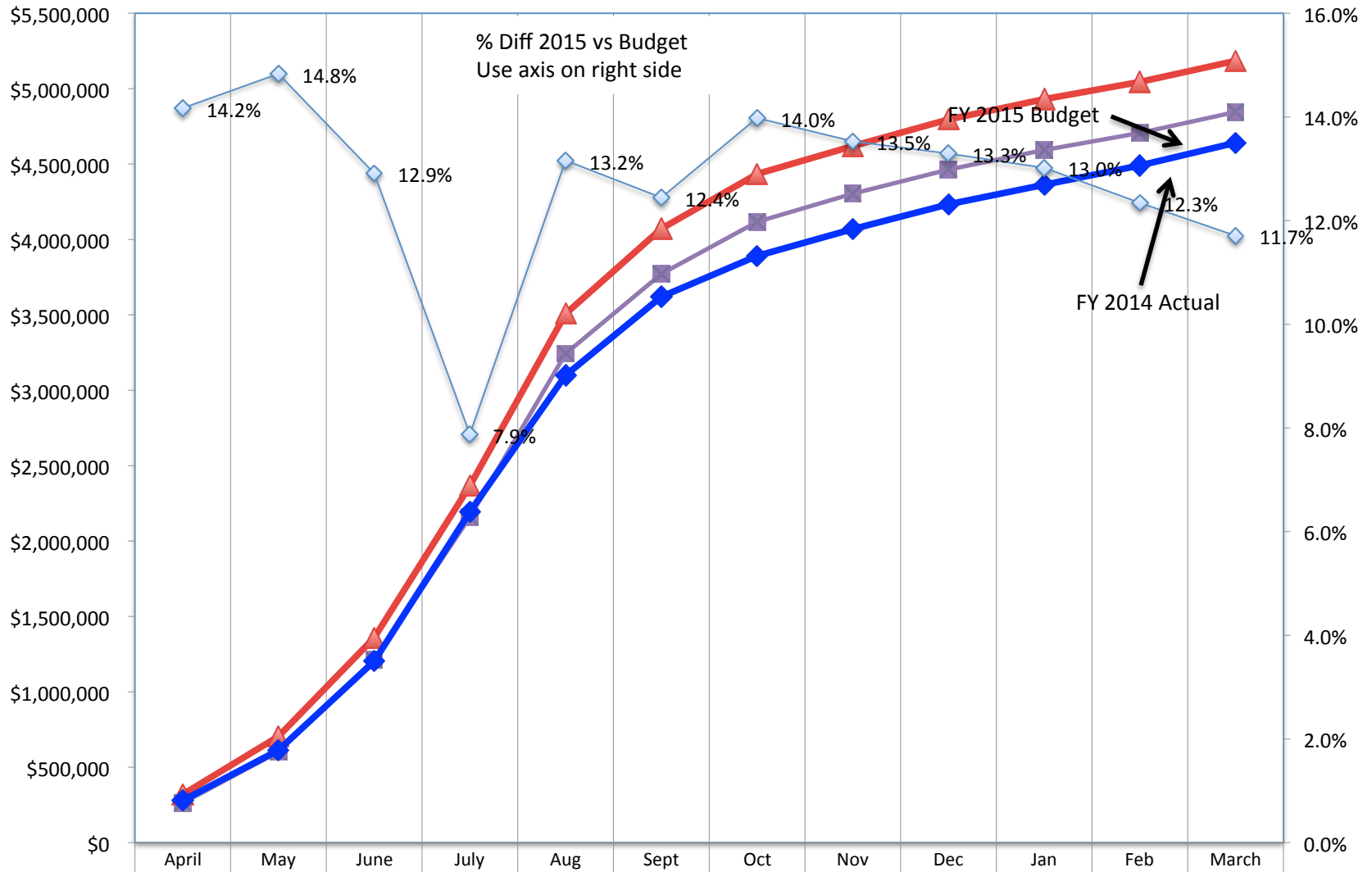


FY2014	(\$98,211)	(\$227,742)	\$120,674	\$509,864	\$608,716	\$147,968	(\$74,869)	(\$166,640)	(\$205,201)	(\$212,476)	(\$126,614)	(\$237,859)
FY2015	(\$116,266)	\$3,081	\$184,649	\$428,233	\$654,875	\$226,892	(\$56,485)	(\$37,890)	(\$260,662)	(\$203,273)	(\$232,459)	(\$388,625)
% Diff	-18.4%	101.4%	53.0%	-16.0%	7.6%	53.3%	24.6%	77.3%	-27.0%	4.3%	-83.6%	-63.4%
Budget	(\$139,180)	(\$64,147)	\$174,960	\$422,611	\$429,853	\$117,242	(\$123,395)	(\$123,684)	(\$211,431)	(\$254,233)	(\$183,612)	(\$44,982)
% Diff	16.5%	104.8%	5.5%	1.3%	52.3%	93.5%	54.2%	69.4%	-23.3%	20.0%	-26.6%	-764.0%

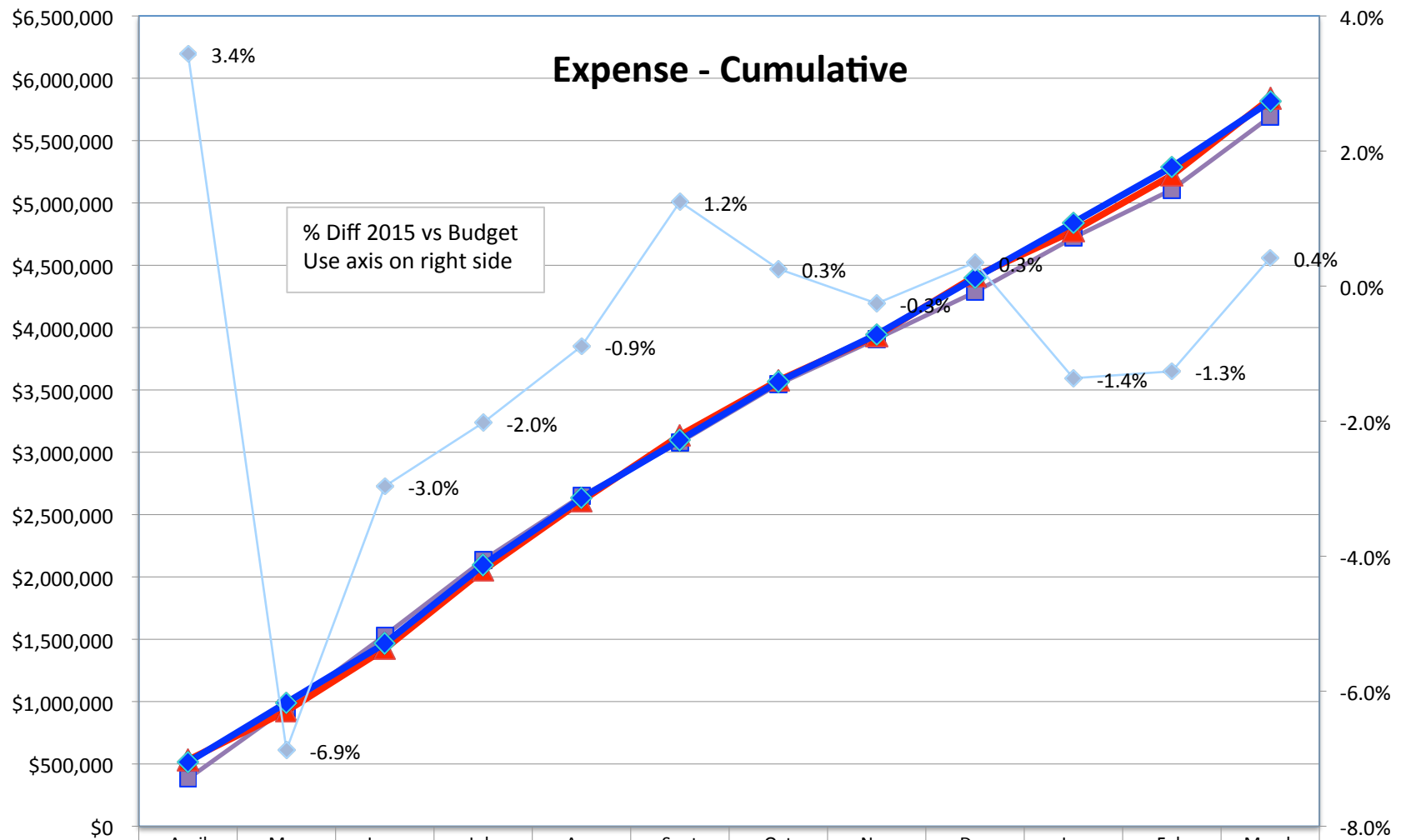




## Revenue - Cumulative



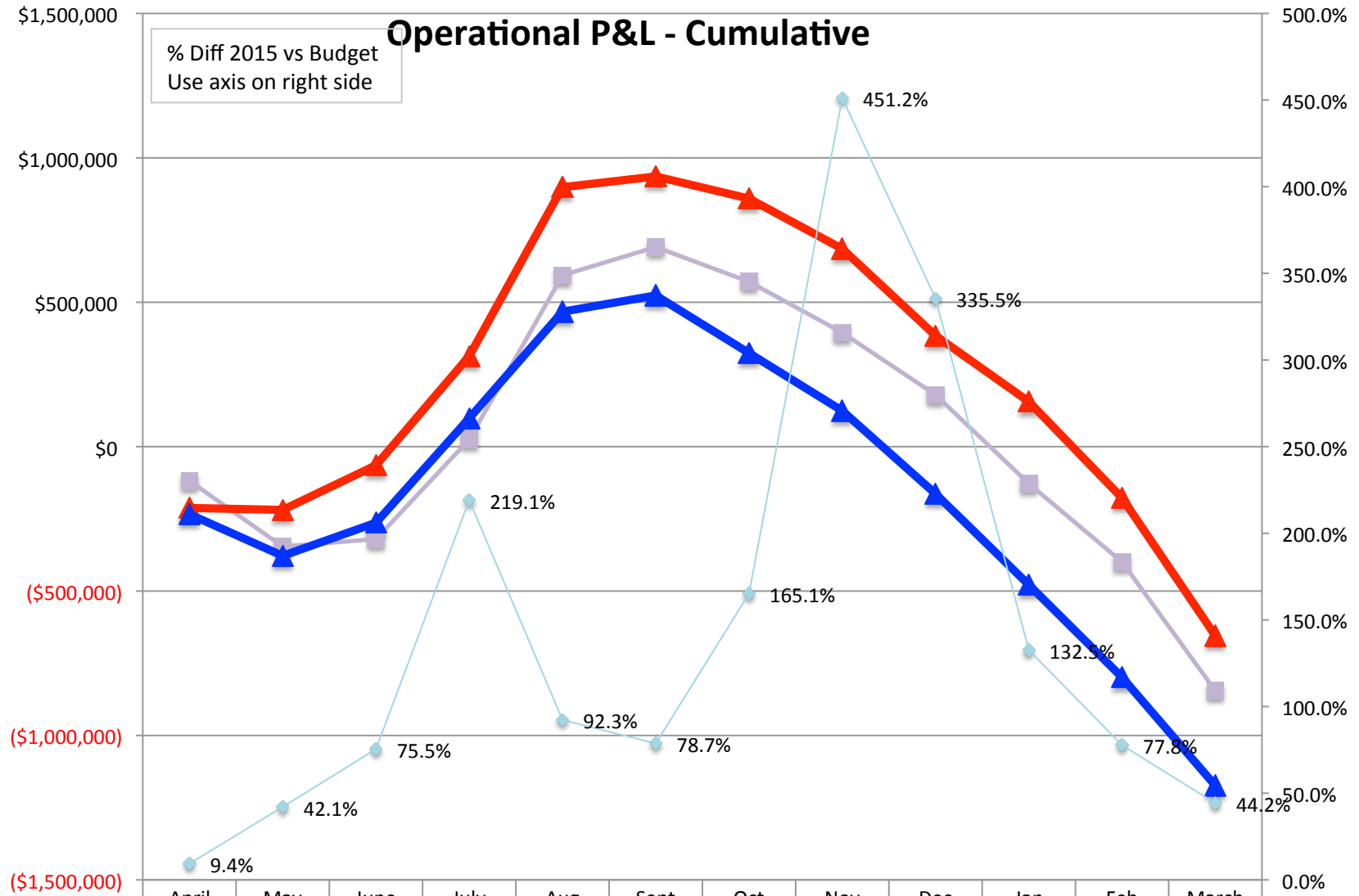
FY2014	\$262,691	\$602,210	\$1,211,101	\$2,159,408	\$3,243,227	\$3,771,558	\$4,116,863	\$4,303,656	\$4,463,927	\$4,592,895	\$4,706,509	\$4,845,728
FY2015	\$318,971	\$704,585	\$1,358,497	\$2,367,009	\$3,506,875	\$4,071,142	\$4,434,192	\$4,619,187	\$4,796,176	\$4,931,069	\$5,044,422	\$5,184,254
% Diff 15 vs 14	21.4%	17.0%	12.2%	9.6%	8.1%	7.9%	7.7%	7.3%	7.4%	7.4%	7.2%	7.0%
Budget	\$279,384	\$613,582	\$1,203,140	\$2,194,157	\$3,099,069	\$3,620,593	\$3,890,312	\$4,068,699	\$4,233,399	\$4,363,031	\$4,490,215	\$4,640,951
% Diff 15 vs Bud	14.2%	14.8%	12.9%	7.9%	13.2%	12.4%	14.0%	13.5%	13.3%	13.0%	12.3%	11.7%



<span style="color: purple;">■</span> FY2014	\$380,902	\$948,164	\$1,531,282	\$2,135,019	\$2,650,122	\$3,080,485	\$3,545,660	\$3,909,093	\$4,284,565	\$4,720,663	\$5,105,891	\$5,690,748
<span style="color: red;">▲</span> FY2015	\$531,237	\$923,770	\$1,423,033	\$2,053,512	\$2,608,503	\$3,135,878	\$3,575,413	\$3,934,298	\$4,411,949	\$4,775,355	\$5,222,049	\$5,838,757
× % Diff 15 vs 14	39.5%	-2.6%	-7.1%	-3.8%	-1.6%	1.8%	0.8%	0.6%	3.0%	1.2%	2.3%	2.6%
<span style="color: blue;">◆</span> Budget	\$513,564	\$991,909	\$1,466,507	\$2,095,913	\$2,631,972	\$3,097,254	\$3,566,368	\$3,944,440	\$4,396,571	\$4,841,436	\$5,288,832	\$5,814,550
<span style="color: lightblue;">◆</span> % Diff 15 vs Bud	3.4%	-6.9%	-3.0%	-2.0%	-0.9%	1.2%	0.3%	-0.3%	0.3%	-1.4%	-1.3%	0.4%

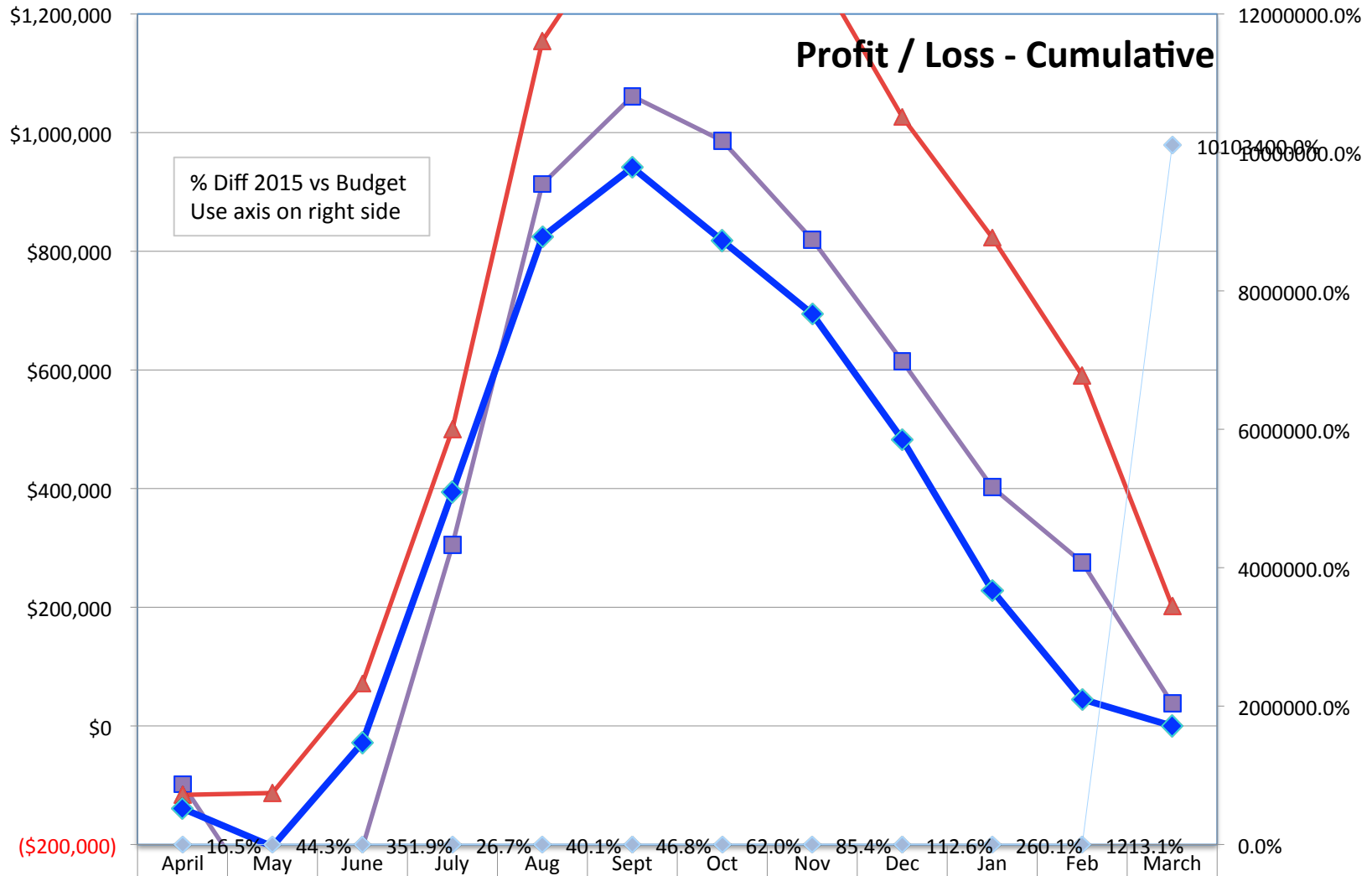
# Operational P&L - Cumulative

% Diff 2015 vs Budget  
Use axis on right side



FY2014	(\$118,211)	(\$345,954)	(\$320,181)	\$24,389	\$593,105	\$691,073	\$571,203	\$394,563	\$179,362	(\$127,768)	(\$399,382)	(\$845,020)
FY2015	(\$212,266)	(\$219,185)	(\$64,536)	\$313,497	\$898,372	\$935,264	\$858,779	\$684,889	\$384,227	\$155,714	(\$177,627)	(\$654,503)
% Diff 15 vs 14	-79.6%	36.6%	79.8%	1185.4%	51.5%	35.3%	50.3%	73.6%	114.2%	221.9%	55.5%	22.5%
Budget	(\$234,180)	(\$378,327)	(\$263,367)	\$98,244	\$467,097	\$523,339	\$323,944	\$124,260	(\$163,171)	(\$478,404)	(\$798,616)	(\$1,173,59)
% Diff 15 vs Bud	9.4%	42.1%	75.5%	219.1%	92.3%	78.7%	165.1%	451.2%	335.5%	132.5%	77.8%	44.2%

# Profit / Loss - Cumulative



FY2014	(\$98,211)	(\$325,953)	(\$205,279)	\$304,585	\$913,301	\$1,061,269	\$986,400	\$819,760	\$614,559	\$402,083	\$275,469	\$37,610
FY2015	(\$116,266)	(\$113,185)	\$71,464	\$499,697	\$1,154,577	\$1,381,469	\$1,324,979	\$1,287,089	\$1,026,427	\$823,154	\$590,695	\$202,070
% Diff 15 vs 14	-18.4%	65.3%	134.8%	64.1%	26.4%	30.2%	34.3%	57.0%	67.0%	104.7%	114.4%	437.3%
Budget	(\$139,180)	(\$203,327)	(\$28,367)	\$394,244	\$824,097	\$941,339	\$817,944	\$694,260	\$482,829	\$228,596	\$44,984	\$2
% Diff 15 vs Bud	16.5%	44.3%	351.9%	26.7%	40.1%	46.8%	62.0%	85.4%	112.6%	260.1%	1213.1%	10103400.0%

