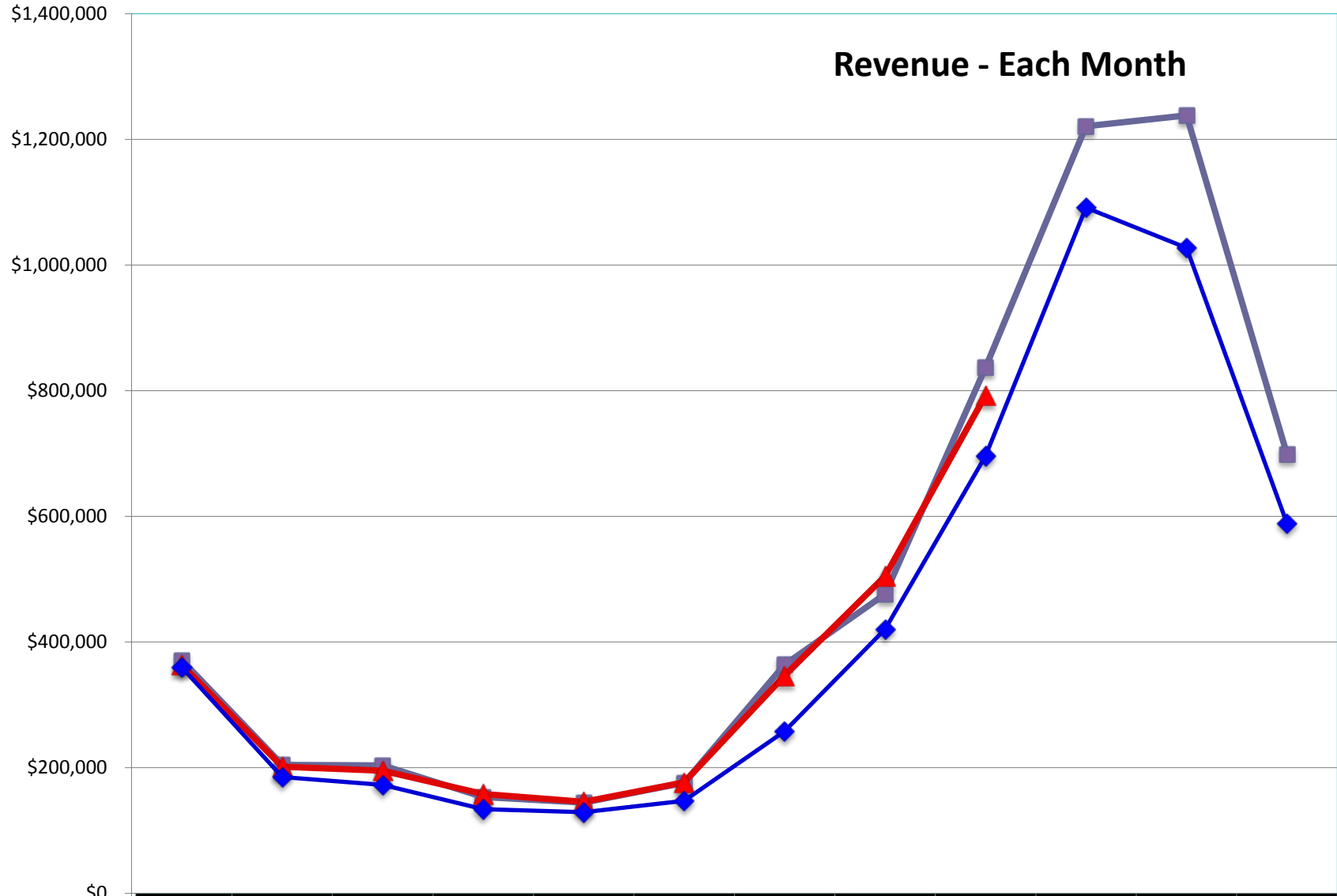
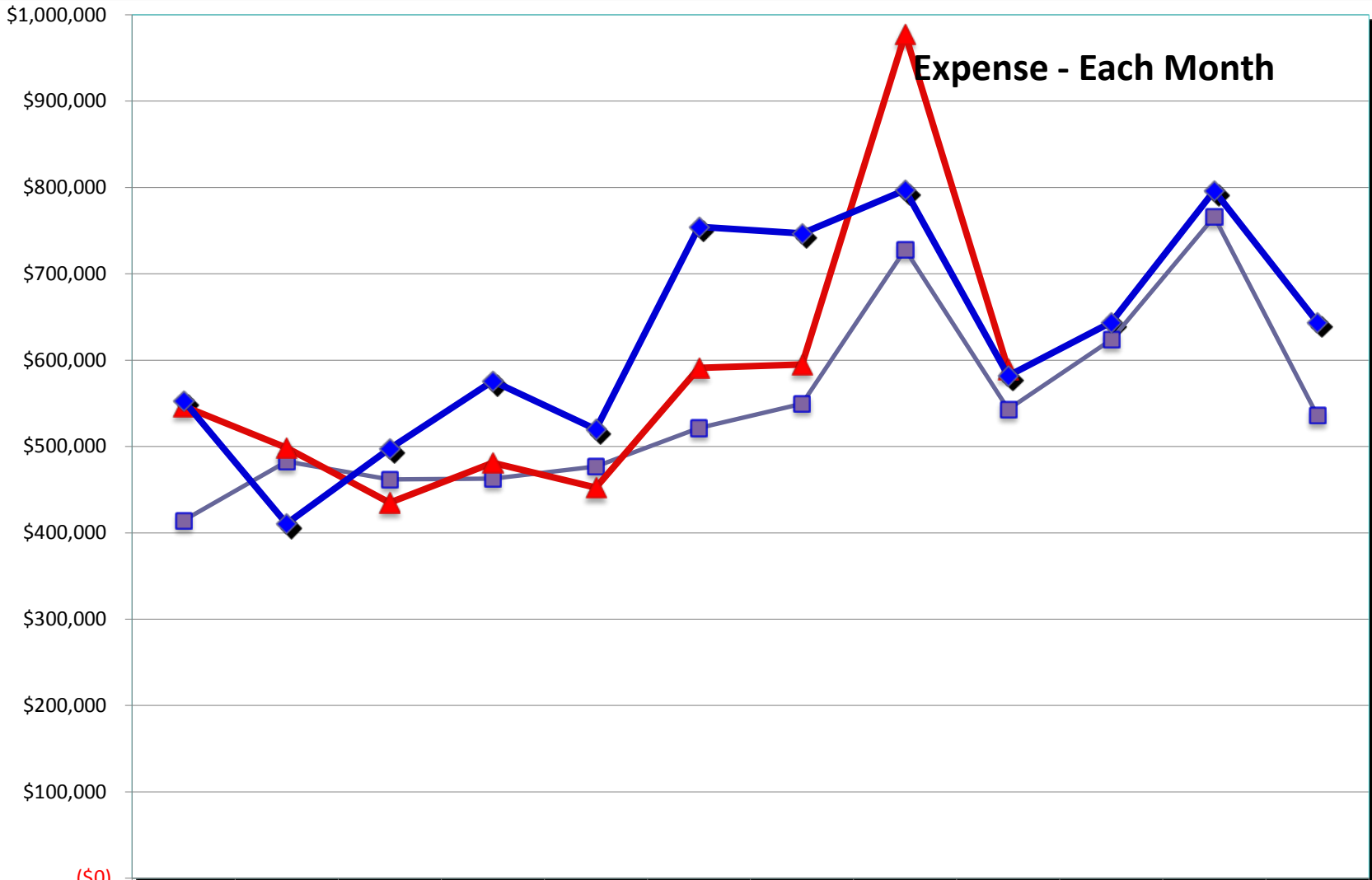


Revenue - Each Month

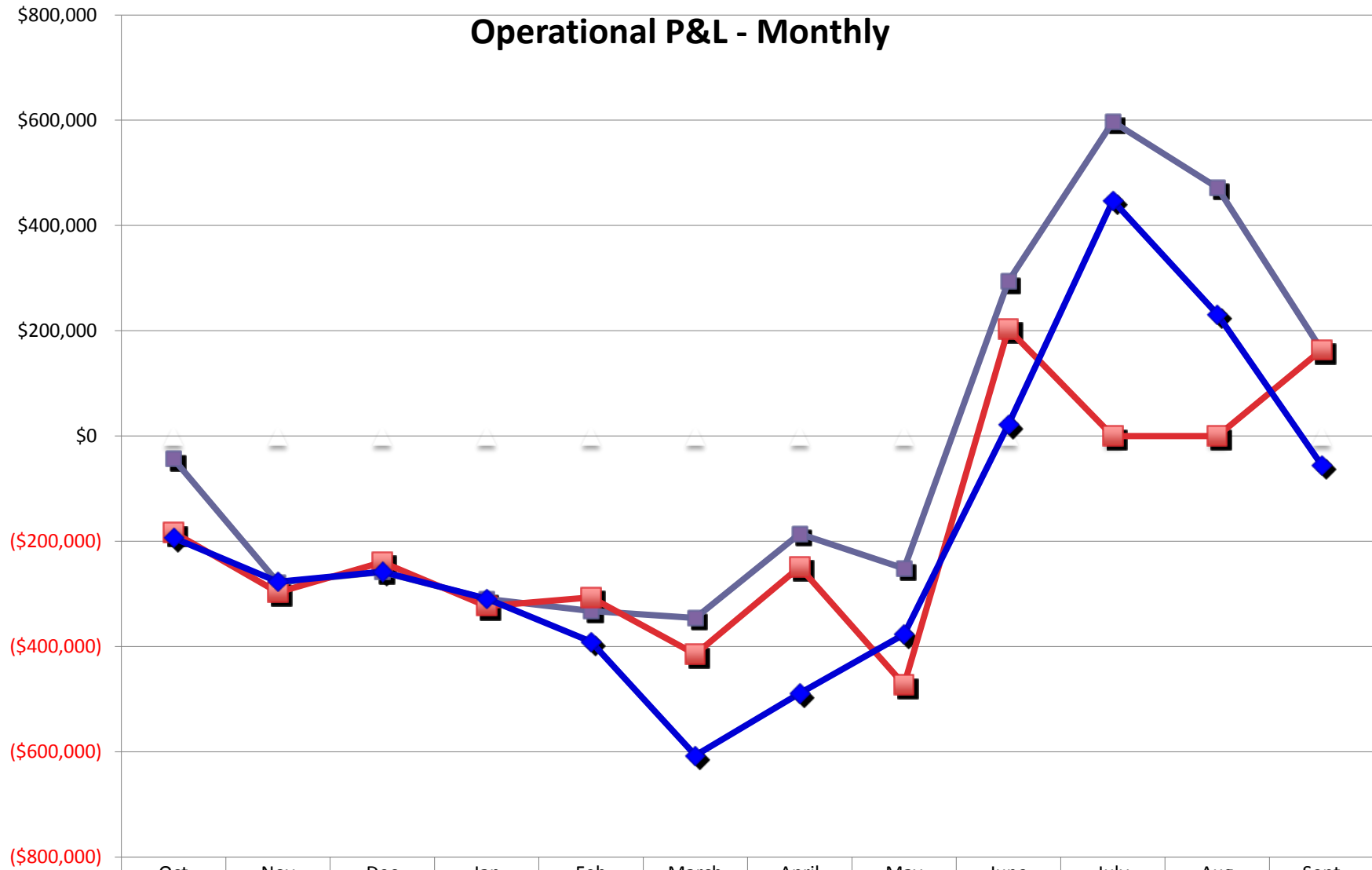


	Oct	Nov	Dec	Jan	Feb	March	April	May	June	July	Aug	Sept
■ FY2018	\$371,048	\$204,258	\$203,536	\$153,188	\$144,388	\$175,952	\$363,895	\$476,573	\$837,054	\$1,220,84	\$1,238,14	\$699,121
▲ FY2019	\$363,578	\$201,609	\$195,275	\$158,074	\$145,606	\$176,505	\$346,359	\$505,123	\$792,852			
% Diff	-2.0%	-1.3%	-4.1%	3.2%	0.8%	0.3%	-4.8%	6.0%	-5.3%			
◆ Budget	\$359,885	\$184,918	\$172,497	\$133,986	\$129,096	\$147,250	\$257,946	\$420,407	\$696,040	\$1,091,30	\$1,027,39	\$588,701
%Diff	1.0%	9.0%	13.2%	18.0%	12.8%	19.9%	34.3%	20.2%	13.9%			

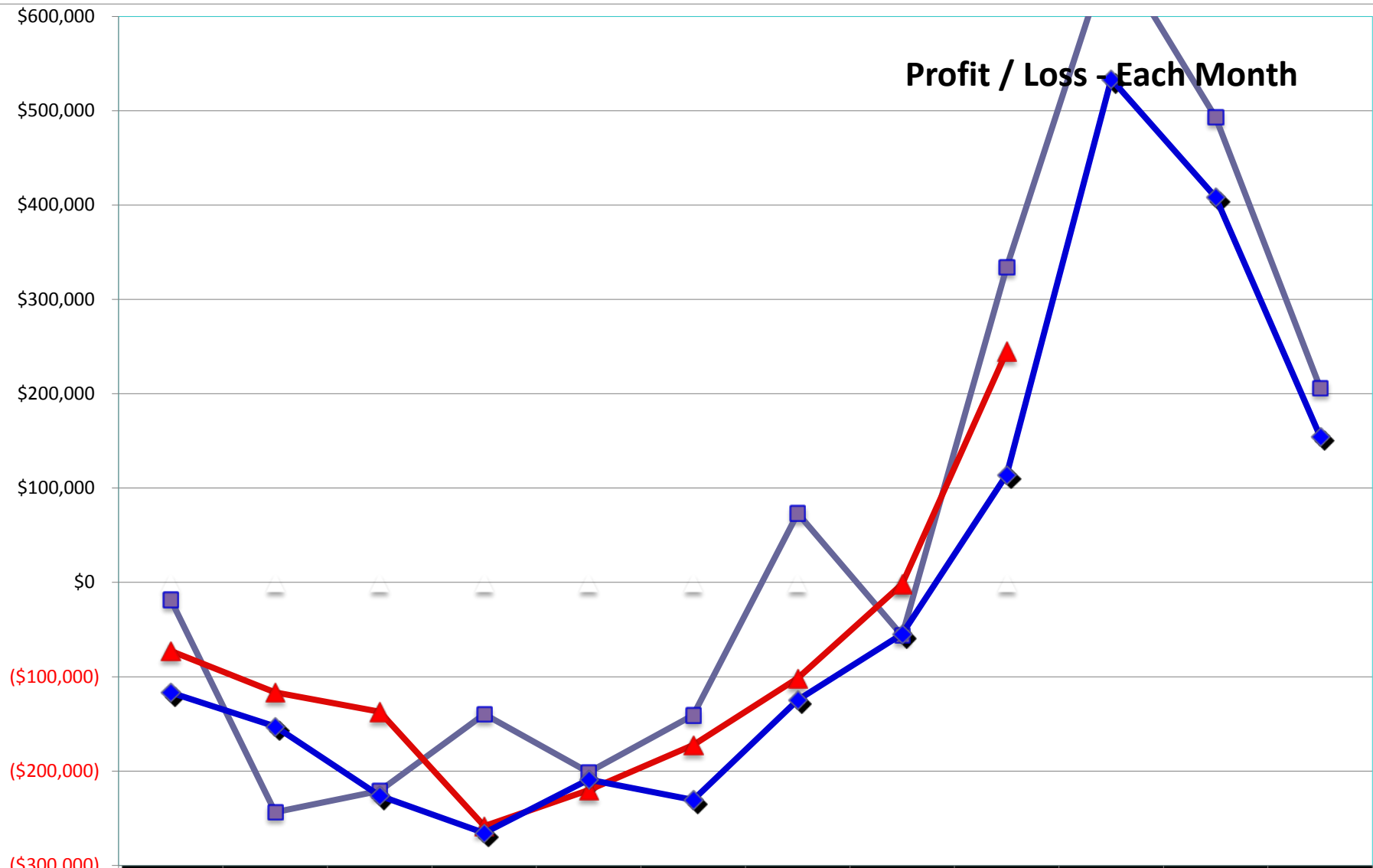


	Oct	Nov	Dec	Jan	Feb	March	April	May	June	July	Aug	Sept
—■— FY2018	\$414,371	\$482,723	\$461,717	\$462,767	\$476,698	\$521,498	\$549,642	\$728,141	\$543,184	\$623,655	\$766,104	\$535,632
—▲— FY2019	\$546,655	\$498,508	\$434,937	\$481,244	\$452,255	\$591,017	\$594,986	\$977,729	\$589,479			
% Diff	31.9%	3.3%	-5.8%	4.0%	-5.1%	13.3%	8.2%	34.3%	8.5%			
—◆— Budget	\$553,182	\$410,676	\$497,522	\$575,644	\$519,776	\$754,323	\$746,792	\$796,980	\$581,923	\$643,918	\$796,165	\$643,848
% Diff	-1.2%	21.4%	-12.6%	-16.4%	-13.0%	-21.6%	-20.3%	22.7%	1.3%			

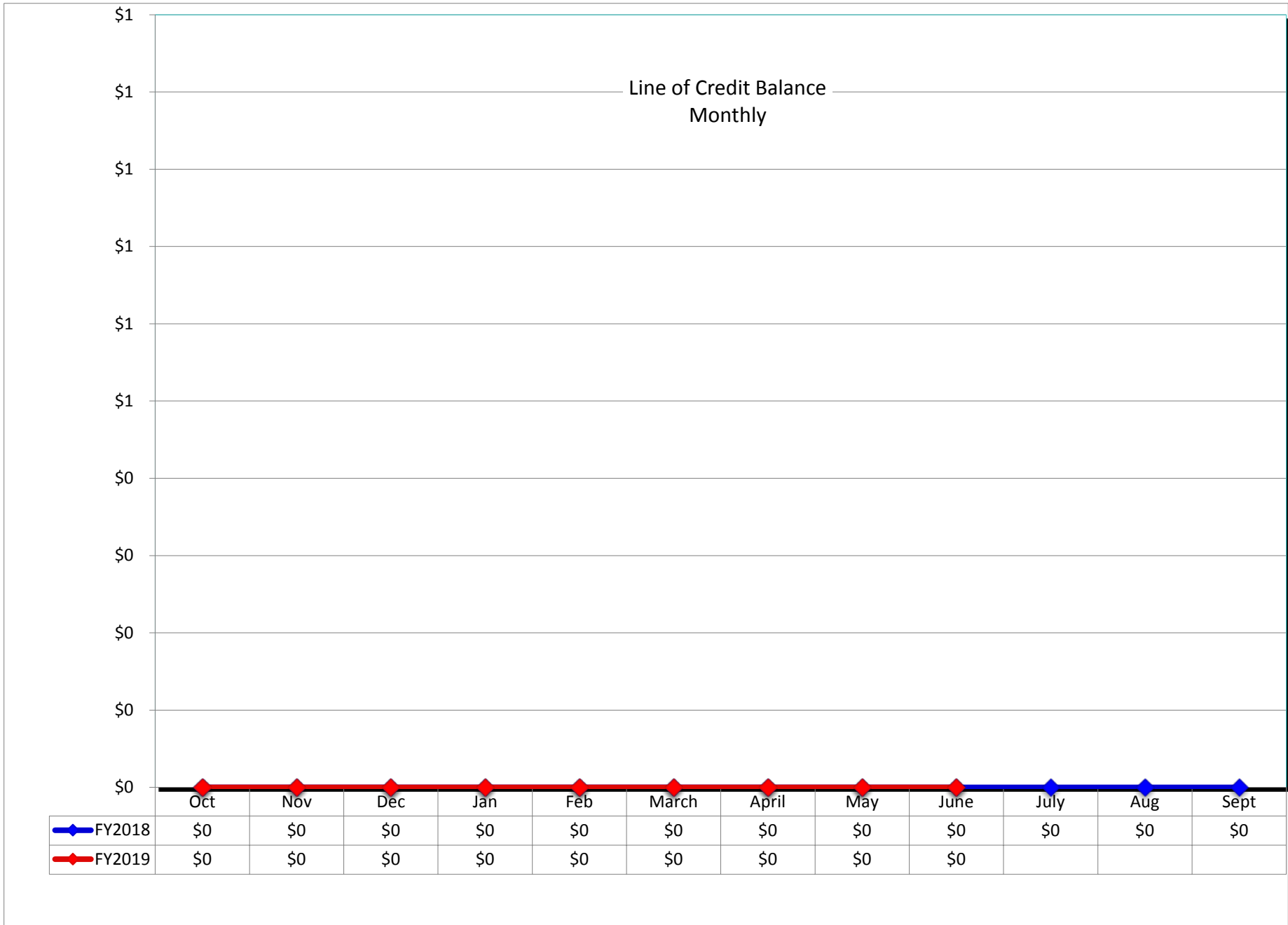
Operational P&L - Monthly



	Oct	Nov	Dec	Jan	Feb	March	April	May	June	July	Aug	Sept
FY2018	(\$43,323)	(\$278,465)	(\$258,181)	(\$309,579)	(\$332,310)	(\$345,546)	(\$185,747)	(\$251,568)	\$293,870	\$597,190	\$472,038	\$163,489
FY2019	(\$183,087)	(\$296,899)	(\$239,662)	(\$323,170)	(\$306,649)	(\$414,512)	(\$248,627)	(\$472,606)	\$203,374	\$0	\$0	\$163,490
% Diff	-322.6%	-6.6%	7.2%	-4.4%	7.7%	-20.0%	-33.9%	-87.9%	-30.8%	-100.0%	-100.0%	0.0%
Budget	(\$193,297)	(\$276,805)	(\$257,809)	(\$309,067)	(\$390,680)	(\$607,073)	(\$488,846)	(\$376,573)	\$21,954	\$447,385	\$231,232	(\$55,161)
% Diff	5.3%	-7.3%	7.0%	-4.6%	21.5%	31.7%	49.1%	-25.5%	826.4%	-100.0%	-100.0%	396.4%

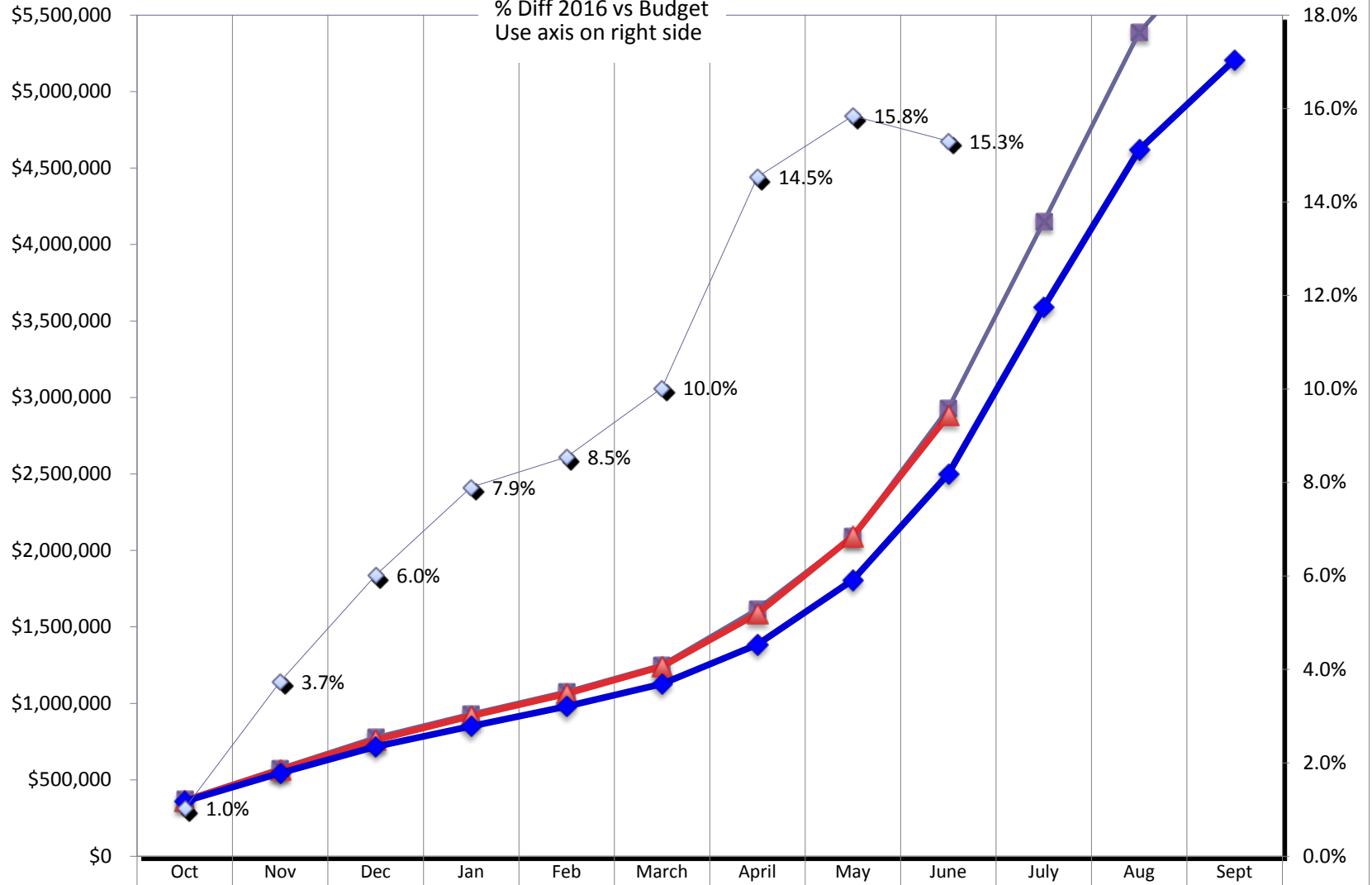


	Oct	Nov	Dec	Jan	Feb	March	April	May	June	July	Aug	Sept
FY2018	(\$18,339)	(\$243,465)	(\$220,920)	(\$139,658)	(\$201,195)	(\$140,787)	\$73,321	(\$56,234)	\$334,256	\$674,642	\$493,147	\$206,371
FY2019	(\$72,712)	(\$116,575)	(\$137,220)	(\$258,266)	(\$220,326)	(\$172,449)	(\$101,554)	(\$1,791)	\$244,910			
% Diff	-296.5%	52.1%	37.9%	-84.9%	-9.5%	-22.5%	-238.5%	96.8%	-26.7%			
Budget	(\$116,822)	(\$152,726)	(\$226,108)	(\$265,779)	(\$209,016)	(\$230,484)	(\$124,606)	(\$54,878)	\$114,117	\$533,535	\$408,443	\$154,720
% Diff	37.8%	23.7%	39.3%	2.8%	-5.4%	25.2%	18.5%	96.7%	114.6%			



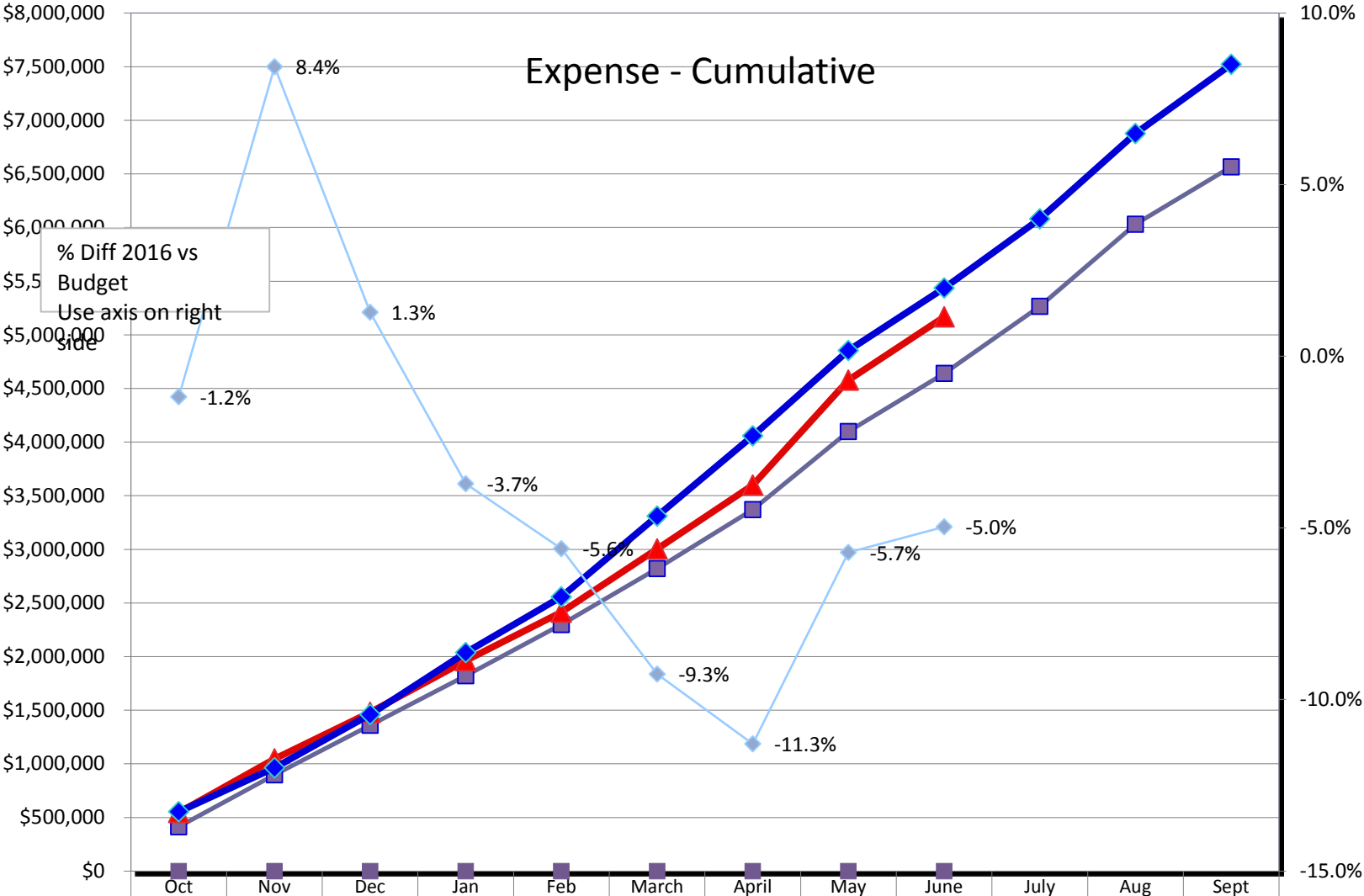
Revenue - Cumulative

% Diff 2016 vs Budget
Use axis on right side



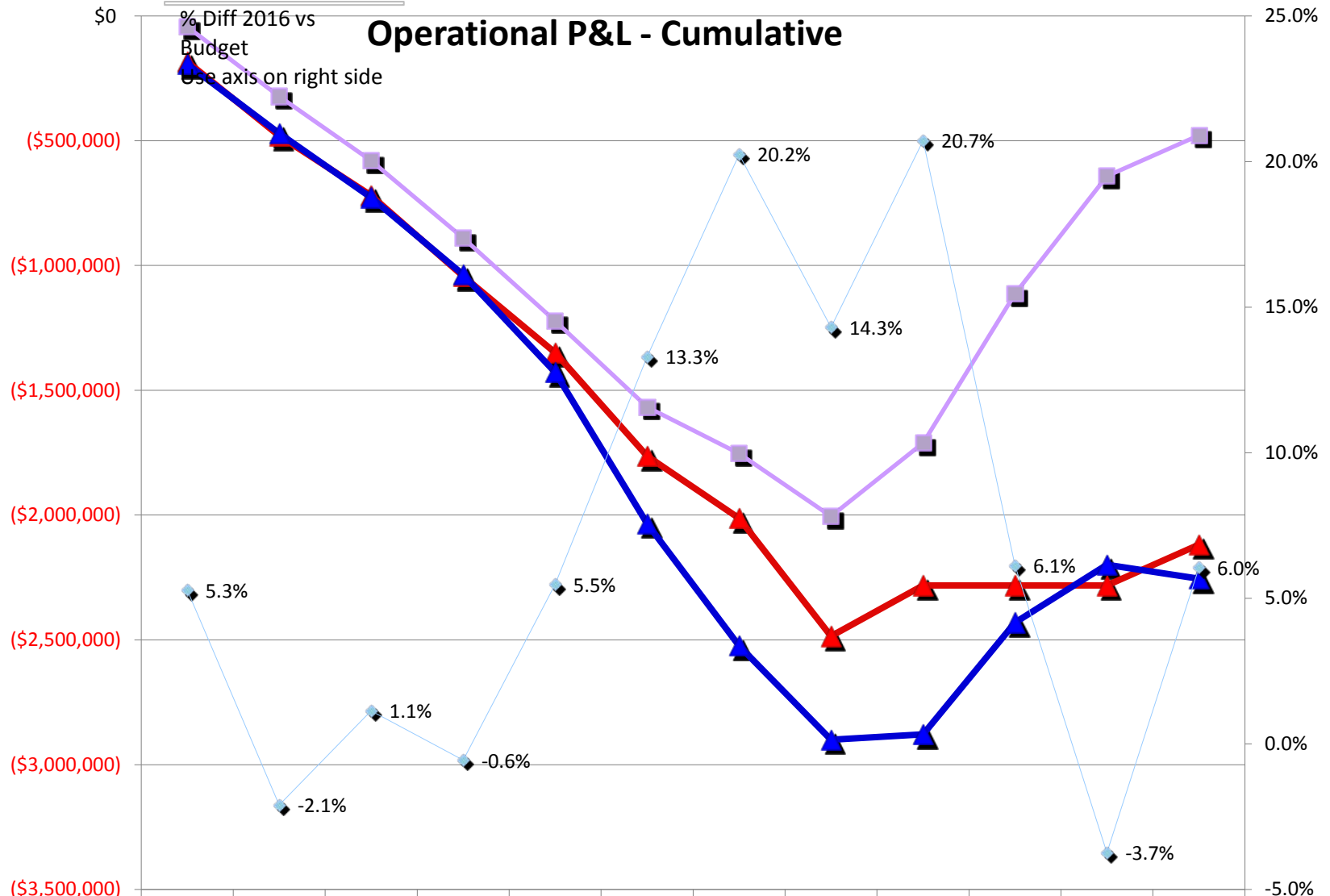
■ FY2018	\$371,048	\$575,306	\$778,842	\$932,030	\$1,076,418	\$1,252,370	\$1,616,265	\$2,092,838	\$2,929,892	\$4,150,737	\$5,388,879	\$6,088,000
▲ FY2019	\$363,578	\$565,187	\$760,462	\$918,536	\$1,064,142	\$1,240,647	\$1,587,006	\$2,092,129	\$2,884,981			
% Diff 19 vs 18	-2.0%	-1.8%	-2.4%	-1.4%	-1.1%	-0.9%	-1.8%	0.0%	-1.5%			
◆ Budget	\$359,885	\$544,803	\$717,300	\$851,286	\$980,382	\$1,127,632	\$1,385,578	\$1,805,985	\$2,502,025	\$3,593,328	\$4,620,725	\$5,209,426
◇ % Diff 19 vs Budget	1.0%	3.7%	6.0%	7.9%	8.5%	10.0%	14.5%	15.8%	15.3%			

Expense - Cumulative



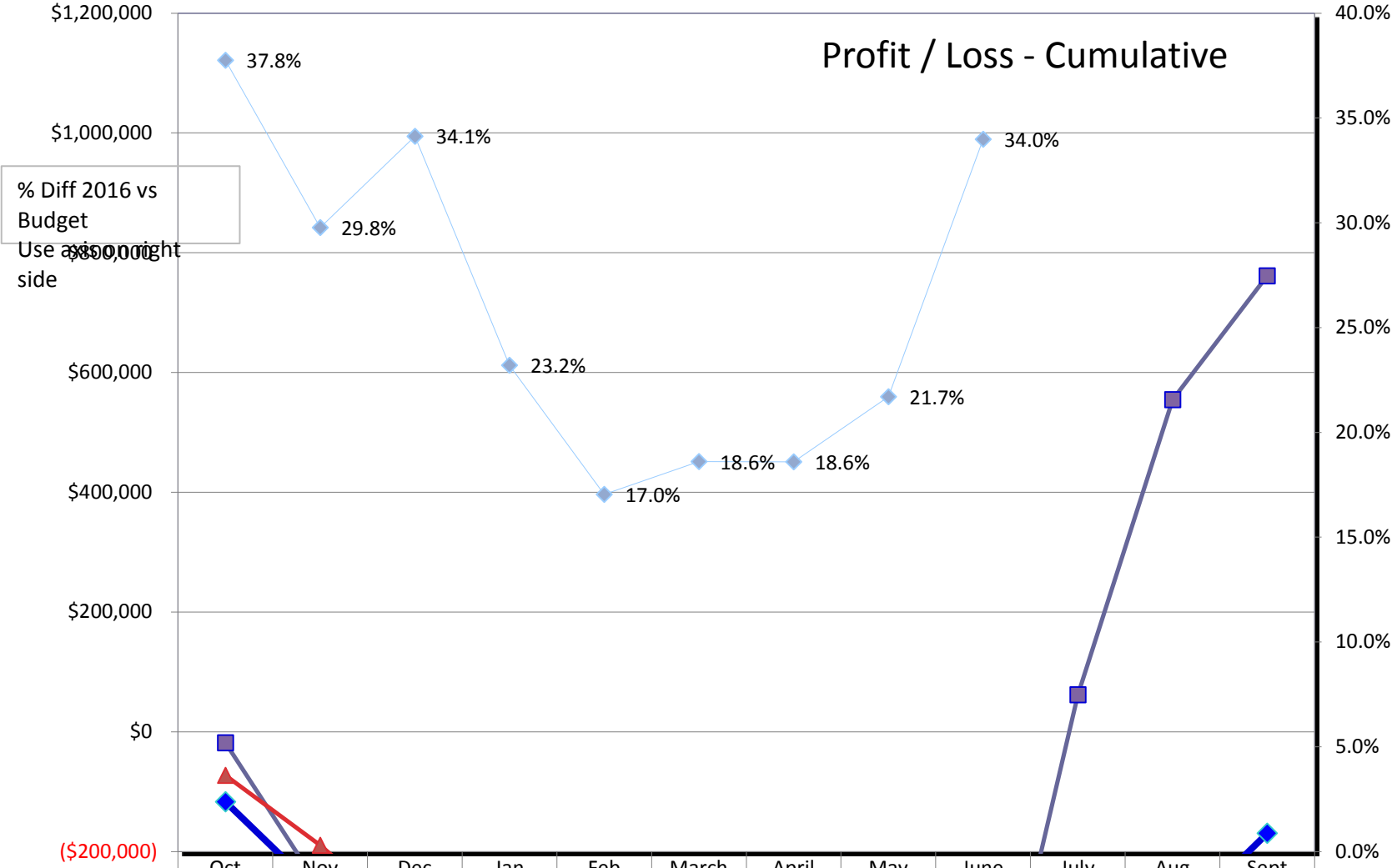
■ FY2018	\$414,371	\$897,094	\$1,358,811	\$1,821,578	\$2,298,276	\$2,819,774	\$3,369,416	\$4,097,557	\$4,640,741	\$5,264,396	\$6,030,500	\$6,566,132
▲ FY2019	\$546,655	\$1,045,163	\$1,480,100	\$1,961,344	\$2,413,599	\$3,004,616	\$3,599,602	\$4,577,331	\$5,166,810			
■ % Diff 19 vs 18	31.9%	16.5%	8.9%	7.7%	5.0%	6.6%	6.8%	11.7%	11.3%			
◆ Budget	\$553,182	\$963,858	\$1,461,380	\$2,037,024	\$2,556,800	\$3,311,123	\$4,057,915	\$4,854,895	\$5,436,818	\$6,080,736	\$6,876,901	\$7,520,749
◆ % Diff 19 vs Budget	-1.2%	8.4%	1.3%	-3.7%	-5.6%	-9.3%	-11.3%	-5.7%	-5.0%			

Operational P&L - Cumulative



	Oct	Nov	Dec	Jan	Feb	March	April	May	June	July	Aug	Sept
FY2018	(\$43,323)	(\$321,788)	(\$579,969)	(\$889,548)	(\$1,221,800)	(\$1,567,400)	(\$1,753,100)	(\$2,004,700)	(\$1,710,800)	(\$1,113,600)	(\$641,621)	(\$478,132)
FY2019	(\$183,087)	(\$479,986)	(\$719,648)	(\$1,042,800)	(\$1,349,400)	(\$1,763,900)	(\$2,012,600)	(\$2,485,200)	(\$2,281,800)	(\$2,281,800)	(\$2,281,800)	(\$2,118,300)
% Diff 19 vs 18	-322.6%	-49.2%	-24.1%	-17.2%	-10.4%	-12.5%	-14.8%	-24.0%	-33.4%	-104.9%	-255.6%	-343.0%
Budget	(\$193,297)	(\$470,102)	(\$727,911)	(\$1,036,900)	(\$1,427,600)	(\$2,034,700)	(\$2,523,500)	(\$2,900,100)	(\$2,878,100)	(\$2,430,800)	(\$2,199,500)	(\$2,254,700)
% Diff 19 vs Budget	5.3%	-2.1%	1.1%	-0.6%	5.5%	13.3%	20.2%	14.3%	20.7%	6.1%	-3.7%	6.0%

Profit / Loss - Cumulative



■ FY2018	(\$18,339)	(\$261,804)	(\$482,724)	(\$622,382)	(\$823,577)	(\$964,364)	(\$891,043)	(\$947,277)	(\$613,021)	\$61,621	\$554,768	\$761,139
▲ FY2019	(\$72,712)	(\$189,287)	(\$326,507)	(\$584,773)	(\$805,099)	(\$977,548)	(\$1,079,100)	(\$1,080,800)	(\$835,983)			
% Diff 19 vs 18	-296.5%	27.7%	32.4%	6.0%	2.2%	-1.4%	-21.1%	-14.1%	-36.4%			
◆ Budget	(\$116,822)	(\$269,548)	(\$495,656)	(\$761,435)	(\$970,451)	(\$1,200,900)	(\$1,325,500)	(\$1,380,400)	(\$1,266,300)	(\$732,767)	(\$324,324)	(\$169,604)
◆ % Diff 19 vs Budget	37.8%	29.8%	34.1%	23.2%	17.0%	18.6%	18.6%	21.7%	34.0%			