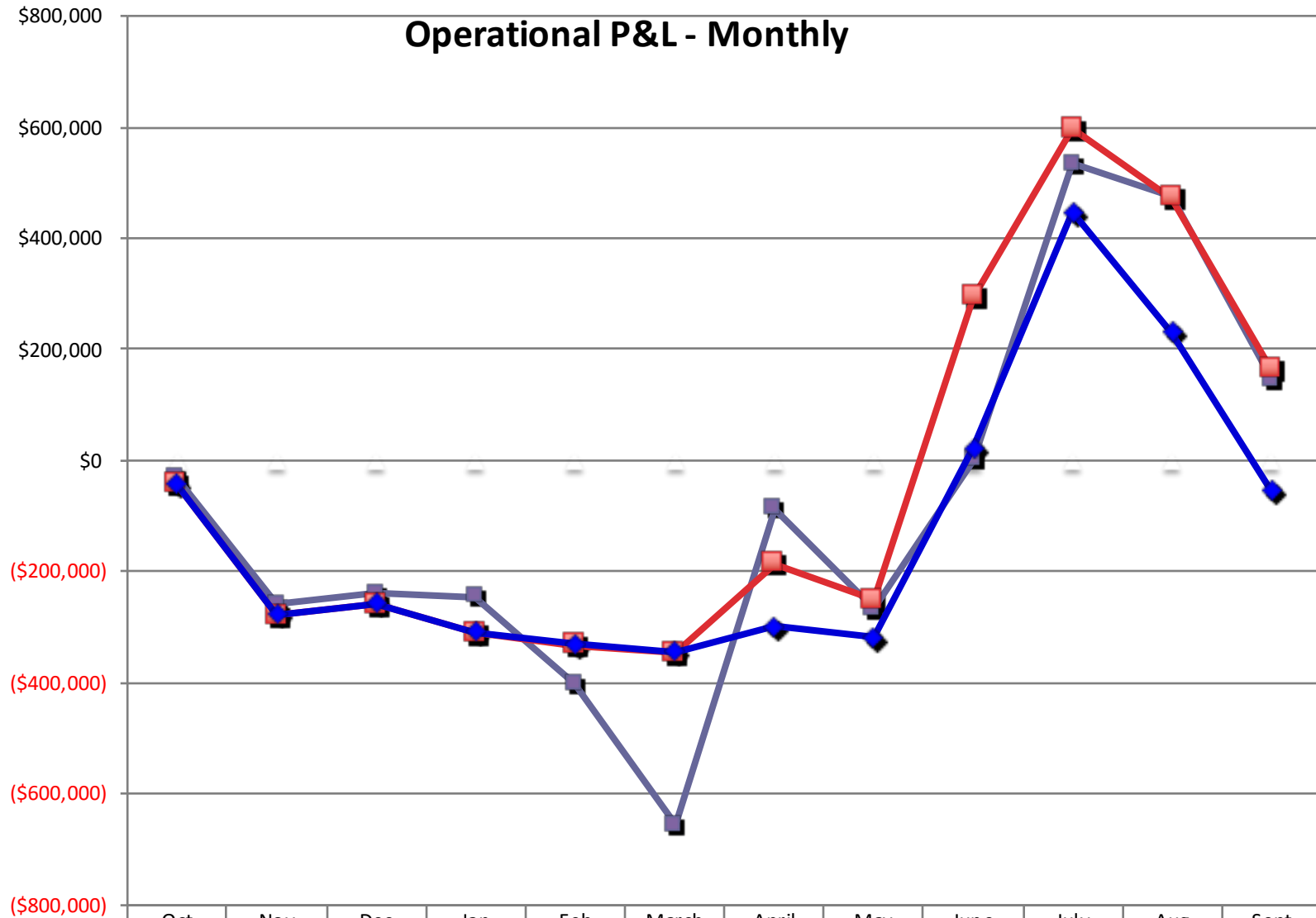


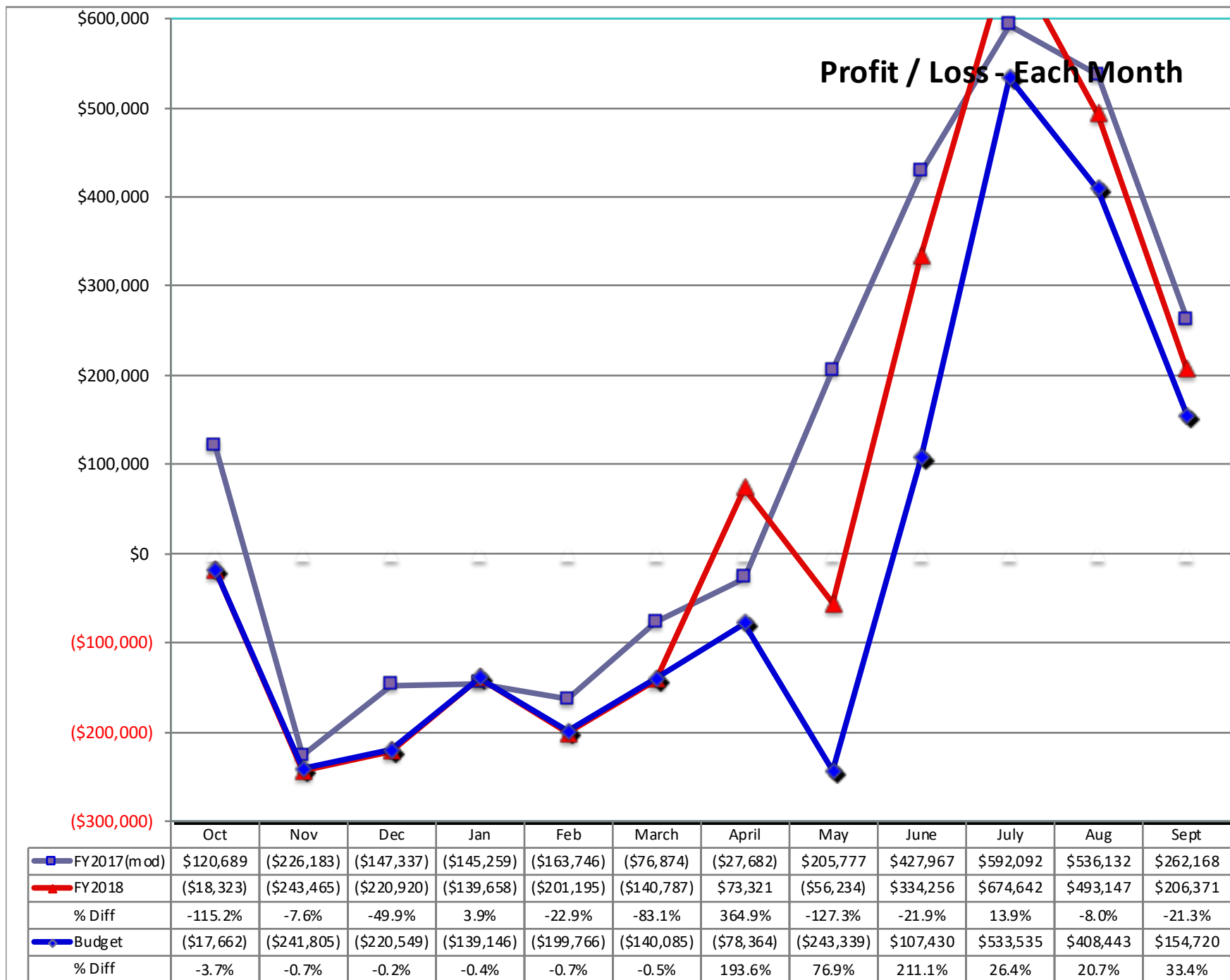
(\$0)

	Oct	Nov	Dec	Jan	Feb	March	April	May	June	July	Aug	Sept
■ FY2017(mod)	\$443,678	\$463,916	\$416,580	\$391,870	\$523,052	\$803,258	\$405,930	\$702,903	\$759,006	\$628,421	\$731,079	\$546,917
▲ 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
% Diff	-6.6%	4.1%	10.8%	18.1%	-8.9%	-35.1%	35.4%	3.6%	-28.4%	-0.8%	4.8%	-2.1%
◆ Budget	\$413,710	\$481,063	\$461,345	\$462,255	\$475,270	\$520,797	\$583,851	\$670,573	\$590,087	\$643,918	\$796,165	\$643,848
% Diff	0.2%	0.3%	0.1%	0.1%	0.3%	0.1%	-5.9%	8.6%	-7.9%	-3.1%	-3.8%	-16.8%

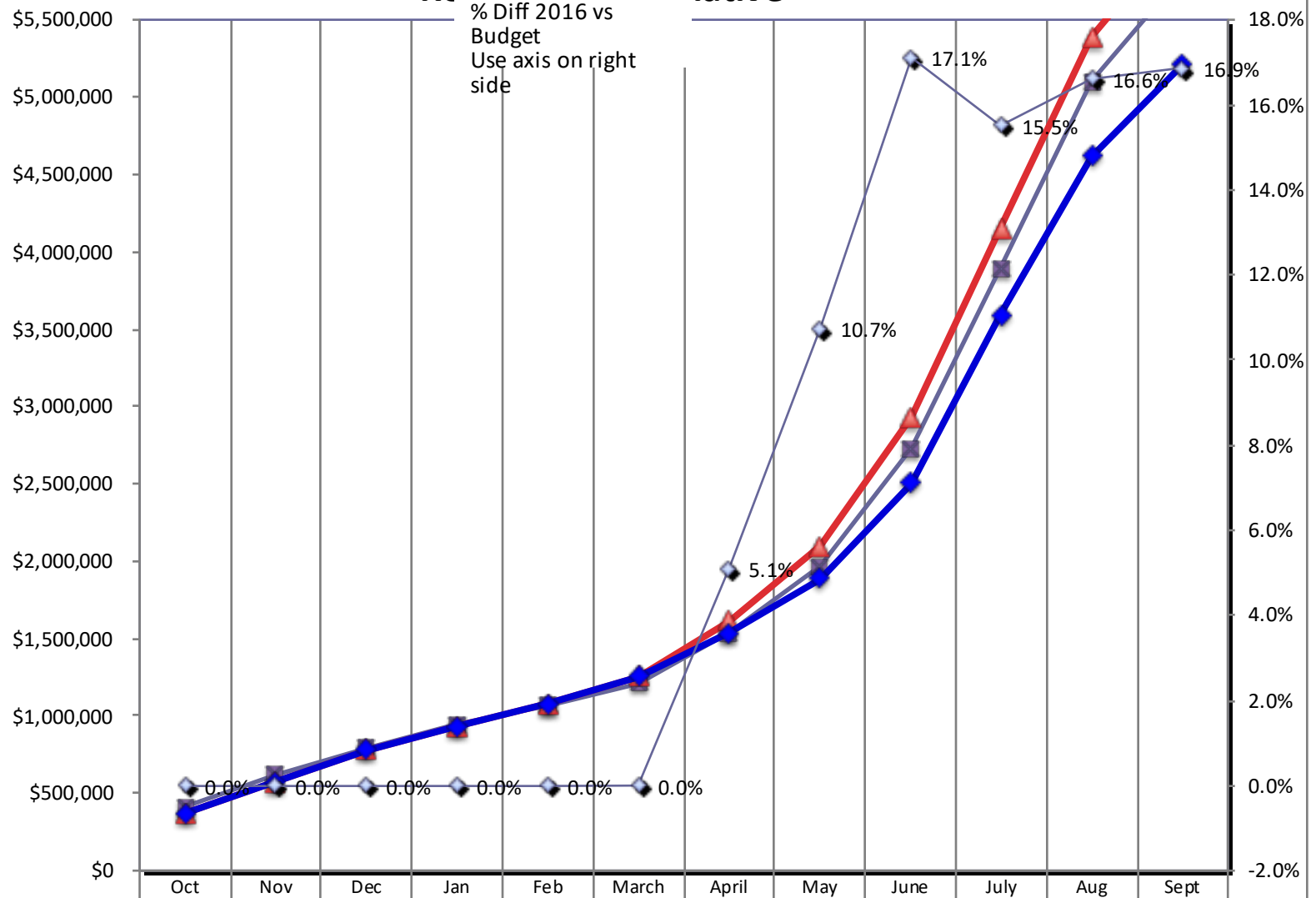
Operational P&L - Monthly



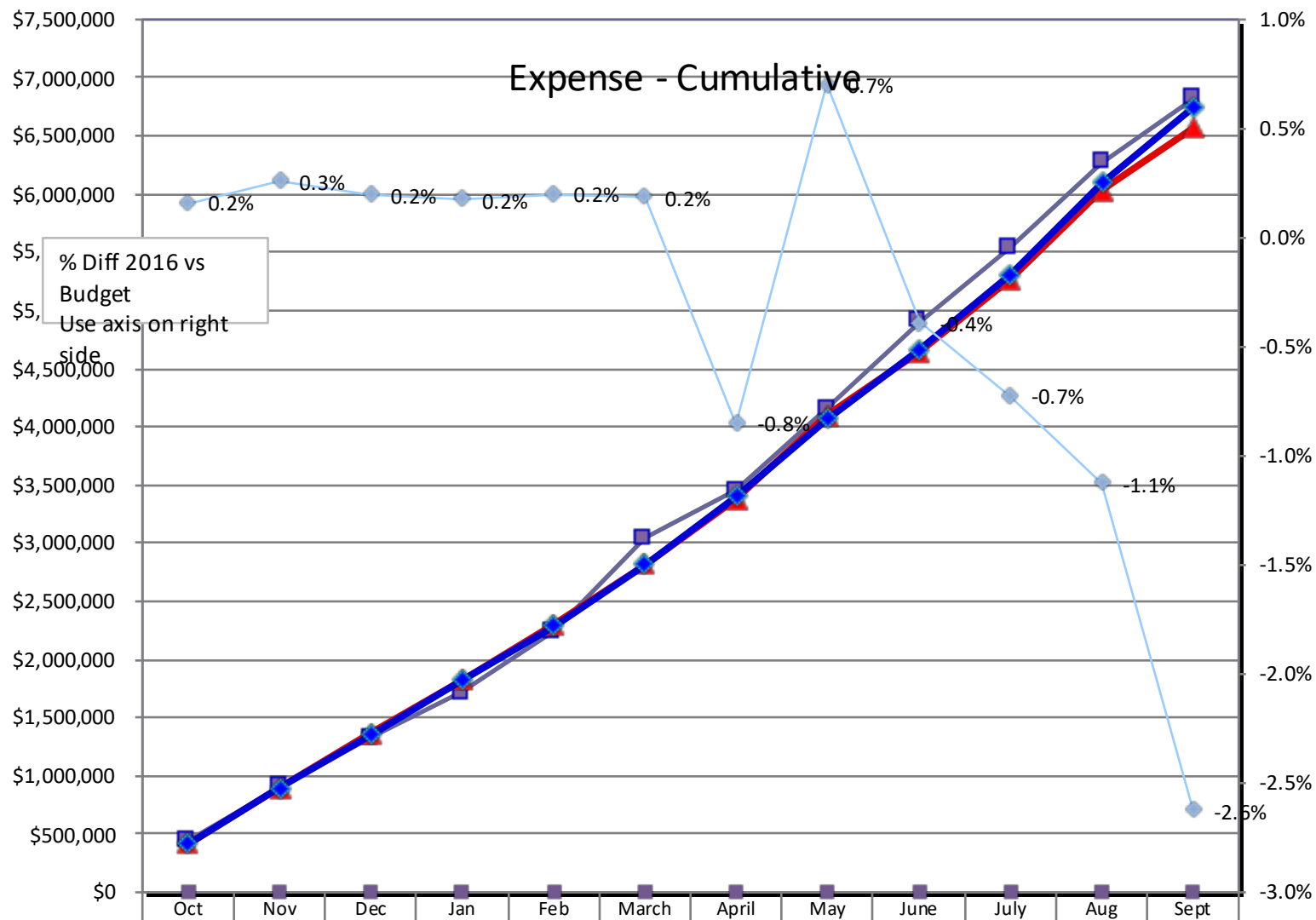
	Oct	Nov	Dec	Jan	Feb	March	April	May	June	July	Aug	Sept
FY2017(mod)	(\$30,086)	(\$258,088)	(\$238,404)	(\$245,417)	(\$401,264)	(\$655,003)	(\$87,276)	(\$266,263)	\$1,093	\$534,698	\$475,125	\$144,852
FY2018	(\$43,323)	(\$278,465)	(\$258,181)	(\$309,579)	(\$332,310)	(\$345,546)	(\$185,747)	(\$251,568)	\$293,870	\$597,190	\$472,038	\$163,490
% Diff	-44.0%	-7.9%	-8.3%	-26.1%	17.2%	47.2%	-112.8%	5.5%	26786.6%	11.7%	-0.6%	12.9%
Budget	(\$42,662)	(\$276,805)	(\$257,809)	(\$309,067)	(\$330,881)	(\$344,844)	(\$298,454)	(\$318,531)	\$21,954	\$447,385	\$231,232	(\$55,161)
% Diff	-1.5%	-0.6%	-0.1%	-0.2%	-0.4%	-0.2%	37.8%	21.0%	1238.6%	33.5%	104.1%	396.4%



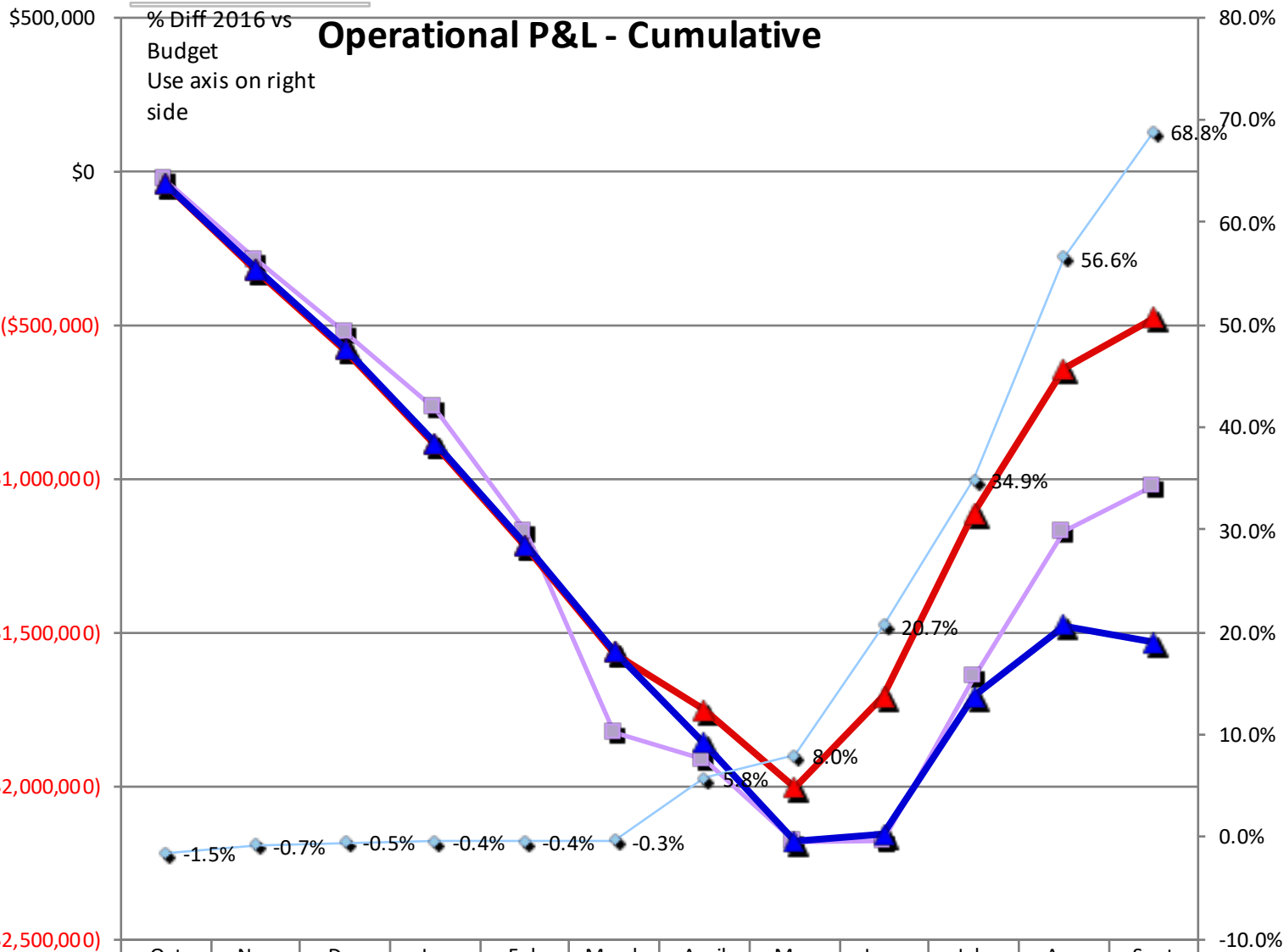
Revenue - Cumulative



FY 2017 (mod)	\$413,592	\$619,420	\$797,596	\$944,049	\$1,065,83	\$1,214,09	\$1,532,74	\$1,969,38	\$2,729,48	\$3,892,60	\$5,098,80	\$5,790,57
FY 2018	\$371,048	\$575,306	\$778,842	\$932,030	\$1,076,41	\$1,252,37	\$1,616,26	\$2,092,83	\$2,929,89	\$4,150,73	\$5,388,87	\$6,088,00
% Diff 18 vs 17	-10.3%	-7.1%	-2.4%	-1.3%	1.0%	3.2%	5.4%	6.3%	7.3%	6.6%	5.7%	5.1%
Budget	\$371,048	\$575,306	\$778,842	\$932,030	\$1,076,41	\$1,252,37	\$1,537,76	\$1,889,81	\$2,501,84	\$3,593,15	\$4,620,54	\$5,209,25
% Diff 18 vs Budget	0.0%	0.0%	0.0%	0.0%	0.0%	0.0%	5.1%	10.7%	17.1%	15.5%	16.6%	16.9%



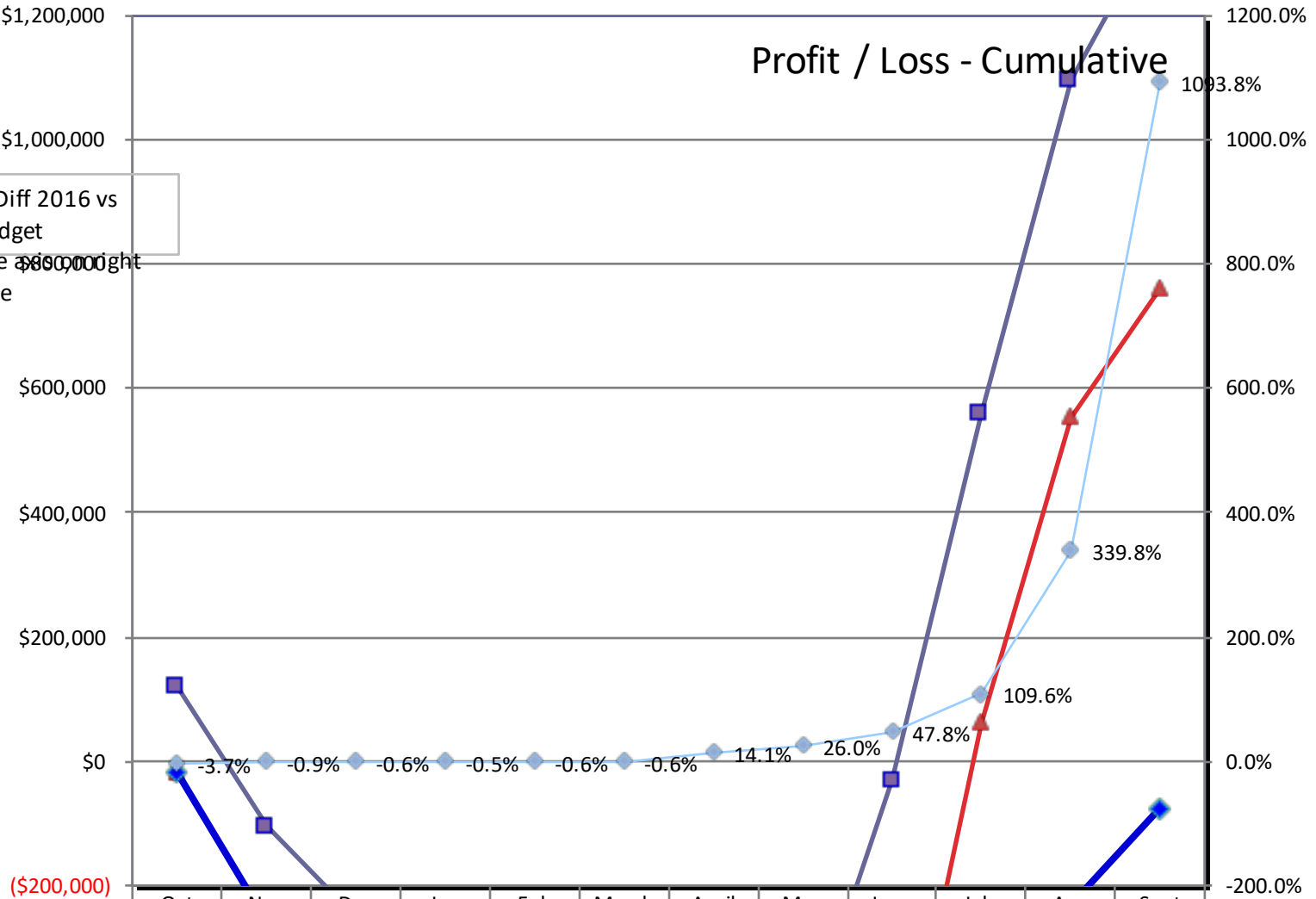
■ FY2017(mod)	\$443,678	\$907,594	\$1,324,17	\$1,716,04	\$2,239,09	\$3,042,35	\$3,448,28	\$4,151,18	\$4,910,19	\$5,538,61	\$6,269,69	\$6,816,61
▲ FY2018	\$414,371	\$897,094	\$1,358,81	\$1,821,57	\$2,298,27	\$2,819,77	\$3,369,41	\$4,097,55	\$4,640,74	\$5,264,39	\$6,030,50	\$6,566,13
■ % Diff 18 vs 17	-6.6%	-1.2%	2.6%	6.1%	2.6%	-7.3%	-2.3%	-1.3%	-5.5%	-5.0%	-3.8%	-3.7%
◆ Budget	\$413,710	\$894,773	\$1,356,11	\$1,818,37	\$2,293,64	\$2,814,44	\$3,398,29	\$4,068,86	\$4,658,95	\$5,302,86	\$6,099,03	\$6,742,88
◆ % Diff 18 vs Budget	0.2%	0.3%	0.2%	0.2%	0.2%	0.2%	-0.8%	0.7%	-0.4%	-0.7%	-1.1%	-2.6%



	Oct	Nov	Dec	Jan	Feb	March	April	May	June	July	Aug	Sept
■ FY2017(mod)	(\$30,086)	(\$288,17)	(\$526,57)	(\$771,99)	(\$1,173,	(\$1,828,	(\$1,915,	(\$2,181,	(\$2,180,	(\$1,646,	(\$1,170,	(\$1,026,
▲ FY2018	(\$43,323)	(\$321,78)	(\$579,96)	(\$889,54)	(\$1,221,	(\$1,567,	(\$1,753,	(\$2,004,	(\$1,710,	(\$1,113,	(\$641,62)	(\$478,13
% Diff 18 vs 17	-44.0%	-11.7%	-10.1%	-15.2%	-4.1%	14.3%	8.5%	8.1%	21.5%	32.3%	45.2%	53.4%
▲ Budget	(\$42,662)	(\$319,46)	(\$577,27)	(\$886,34)	(\$1,217,	(\$1,562,	(\$1,860,	(\$2,179,	(\$2,157,	(\$1,709,	(\$1,478,	(\$1,533,
◆ % Diff 18 vs Budget	-1.5%	-0.7%	-0.5%	-0.4%	-0.4%	-0.3%	5.8%	8.0%	20.7%	34.9%	56.6%	68.8%

Profit / Loss - Cumulative

% Diff 2016 vs
Budget
Use a second right
side



	Oct	Nov	Dec	Jan	Feb	March	April	May	June	July	Aug	Sept
FY2017(mod)	\$120,689	(\$105,49	(\$252,83	(\$398,09	(\$561,83	(\$638,71	(\$666,39	(\$460,61	(\$32,648	\$559,444	\$1,095,5	\$1,357,7
FY2018	(\$18,323	(\$261,78	(\$482,70	(\$622,36	(\$823,56	(\$964,34	(\$891,02	(\$947,26	(\$613,00	\$61,637	\$554,784	\$761,155
% Diff 18 vs 17	-115.2%	-148.2%	-90.9%	-56.3%	-46.6%	-51.0%	-33.7%	-105.7%	-1777.6%	-89.0%	-49.4%	-43.9%
Budget	(\$17,662	(\$259,46	(\$480,01	(\$619,16	(\$818,92	(\$959,01	(\$1,037,	(\$1,280,	(\$1,173,	(\$639,75	(\$231,30	(\$76,588
% Diff 18 vs Budget	-3.7%	-0.9%	-0.6%	-0.5%	-0.6%	-0.6%	14.1%	26.0%	47.8%	109.6%	339.8%	1093.8%

