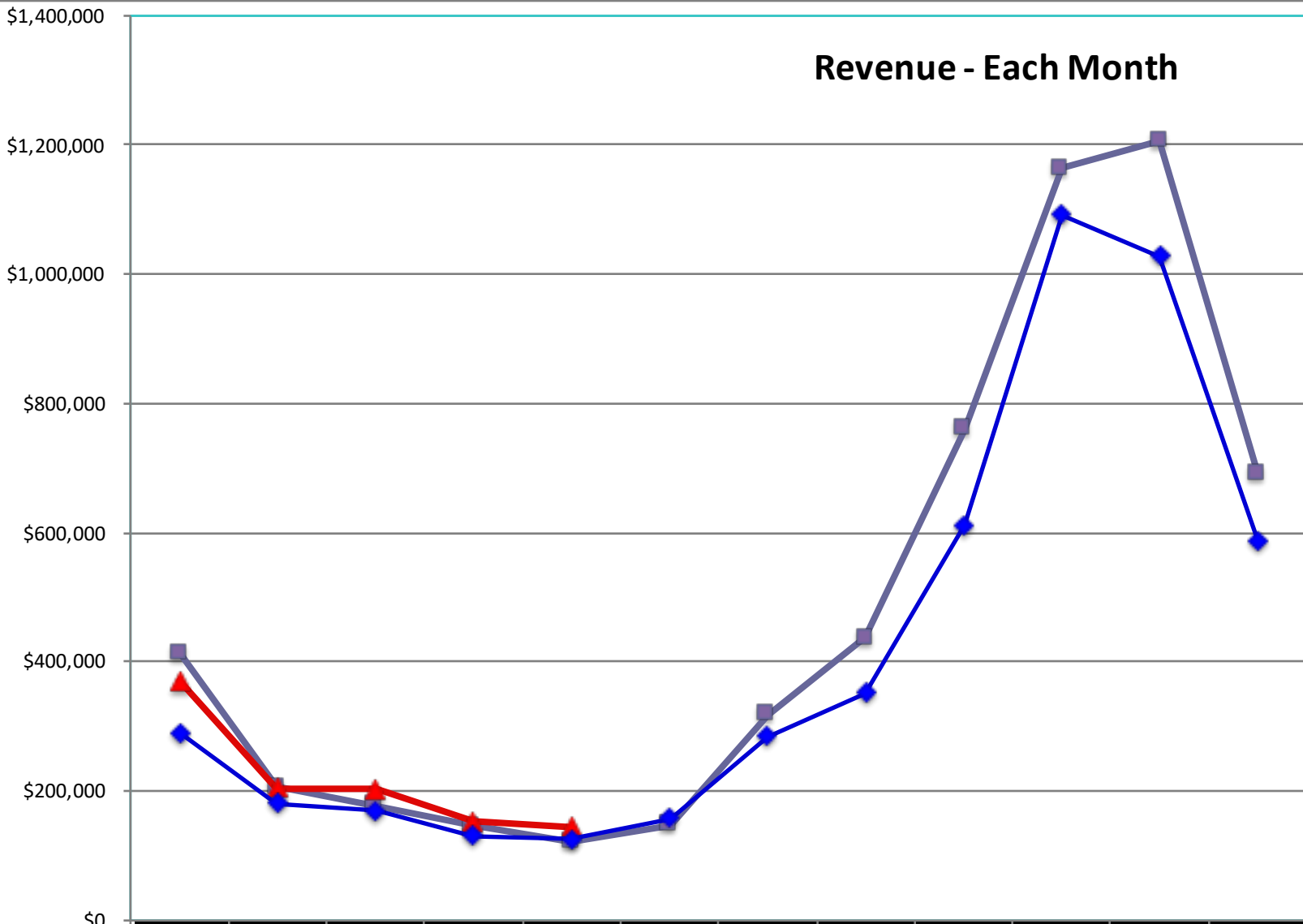
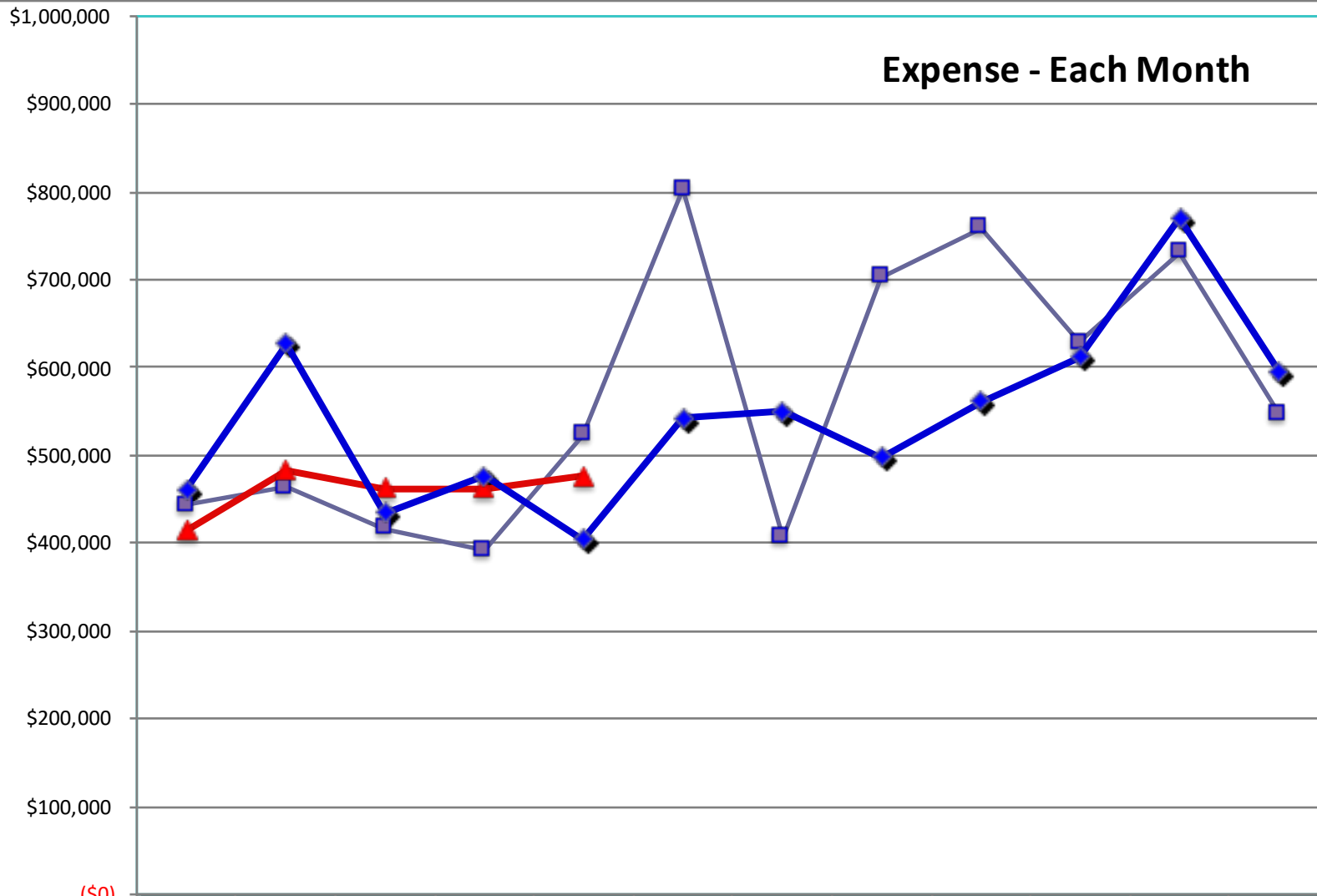


Revenue - Each Month



	Oct	Nov	Dec	Jan	Feb	March	April	May	June	July	Aug	Sept
FY2017(mod)	\$413,592	\$205,828	\$178,176	\$146,453	\$121,788	\$148,255	\$318,654	\$436,640	\$760,099	\$1,163,1	\$1,206,2	\$691,769
FY2018	\$371,048	\$204,258	\$203,536	\$153,188	\$144,388							
% Diff	-10.3%	-0.8%	14.2%	4.6%	18.6%							
Budget	\$290,307	\$181,487	\$169,265	\$131,007	\$126,413	\$157,294	\$285,397	\$352,042	\$612,038	\$1,091,3	\$1,027,3	\$588,701
%Diff	27.8%	12.5%	20.2%	16.9%	14.2%							

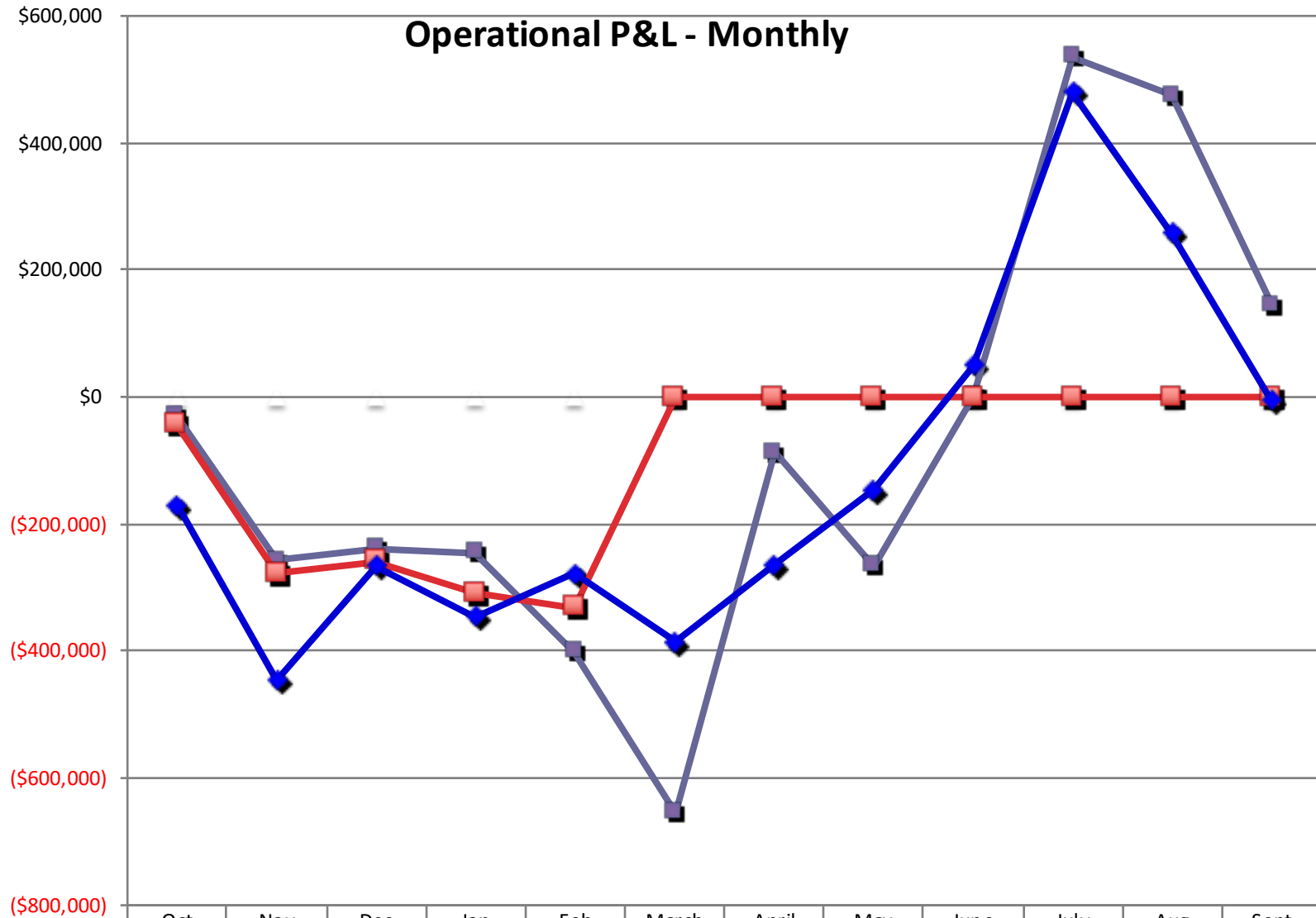
Expense - Each Month



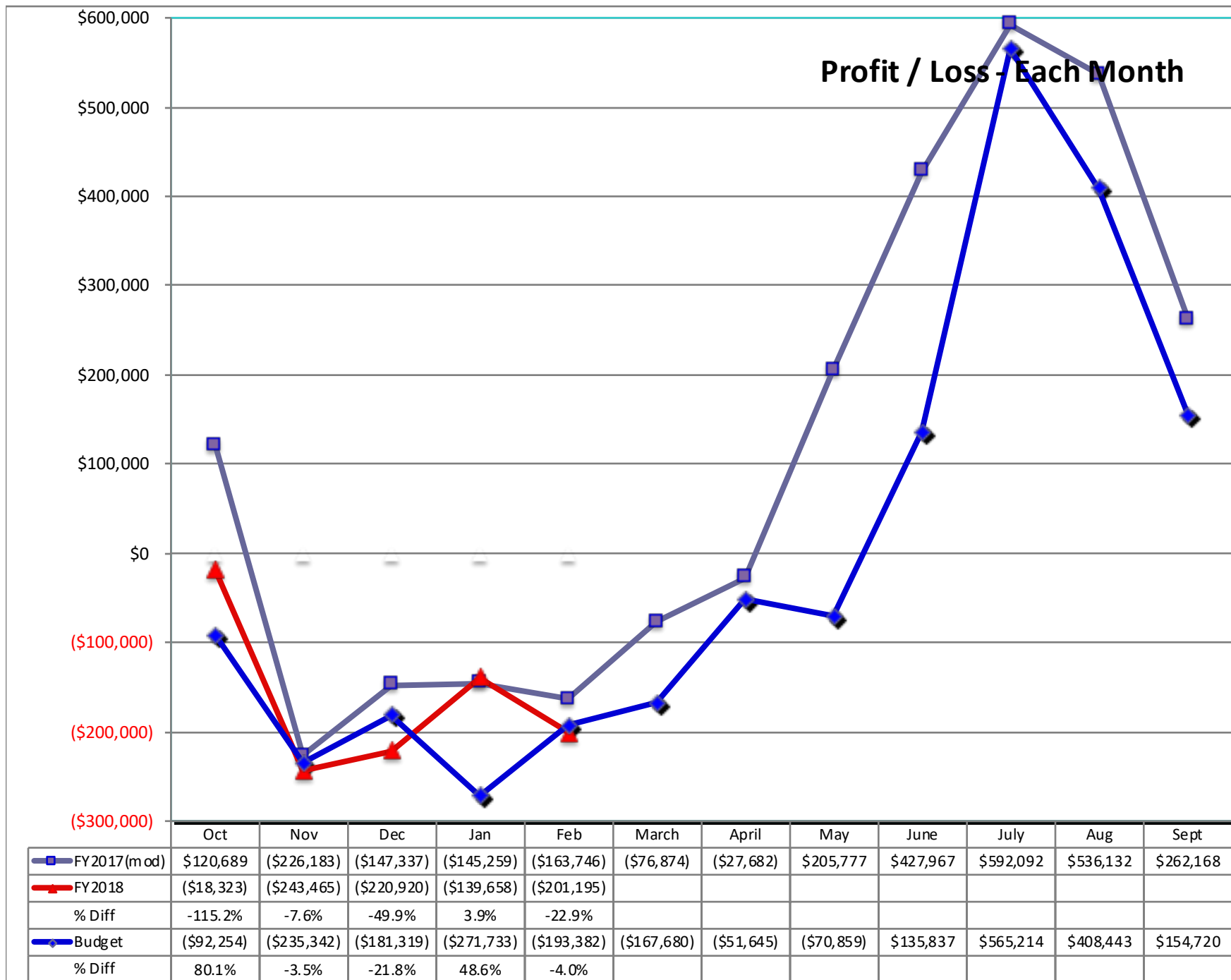
(\$0)

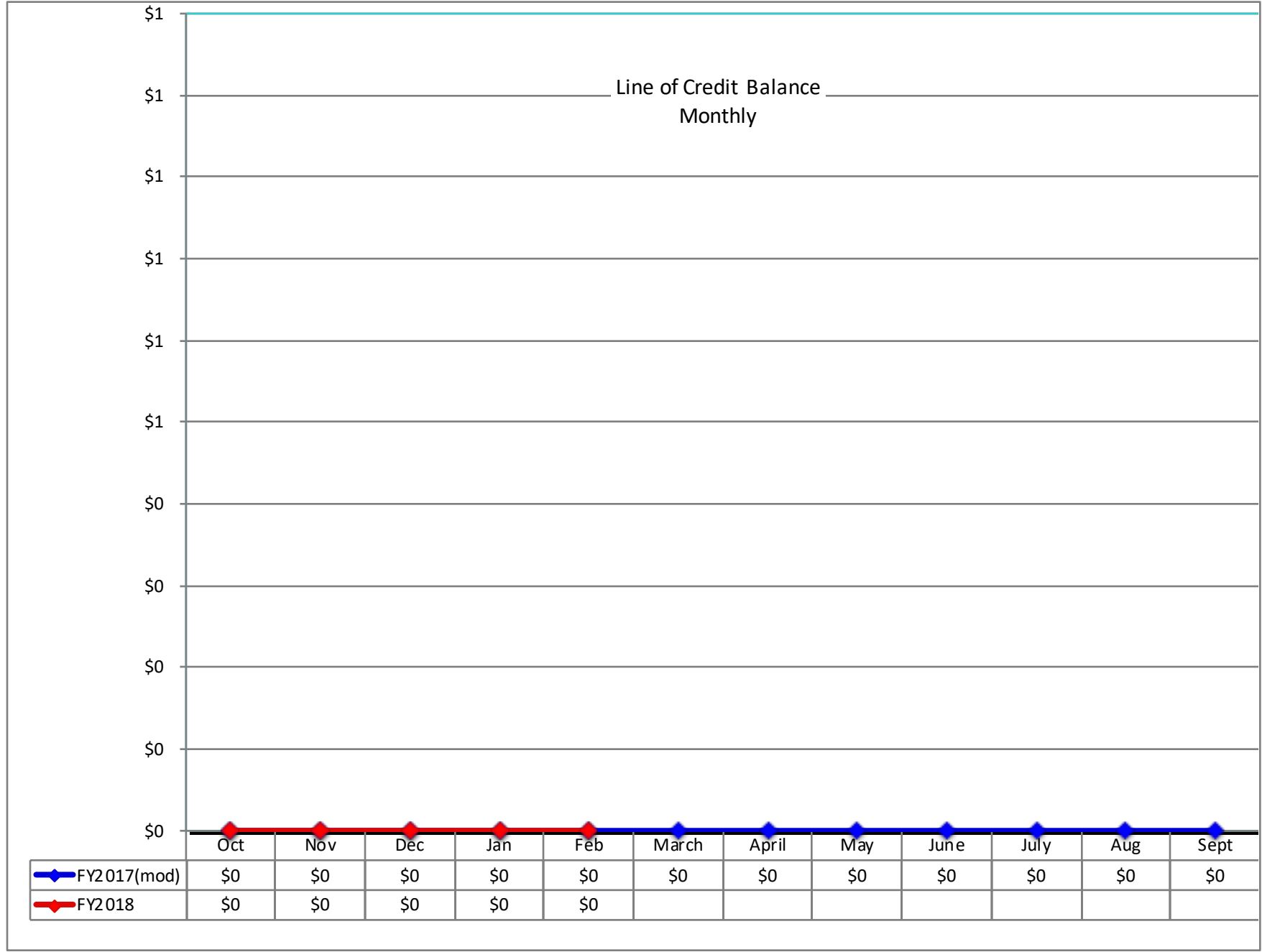
	Oct	Nov	Dec	Jan	Feb	March	April	May	June	July	Aug	Sept
FY2017(mod)	\$443,678	\$463,916	\$416,580	\$391,870	\$523,052	\$803,258	\$405,930	\$702,903	\$759,006	\$628,421	\$731,079	\$546,917
FY2018	\$414,371	\$482,723	\$461,717	\$462,767	\$476,698							
% Diff	-6.6%	4.1%	10.8%	18.1%	-8.9%							
Budget	\$460,625	\$627,490	\$434,705	\$475,881	\$403,910	\$542,138	\$549,277	\$498,092	\$561,677	\$612,238	\$770,204	\$594,755
% Diff	-10.0%	-23.1%	6.2%	-2.8%	18.0%							

Operational P&L - Monthly

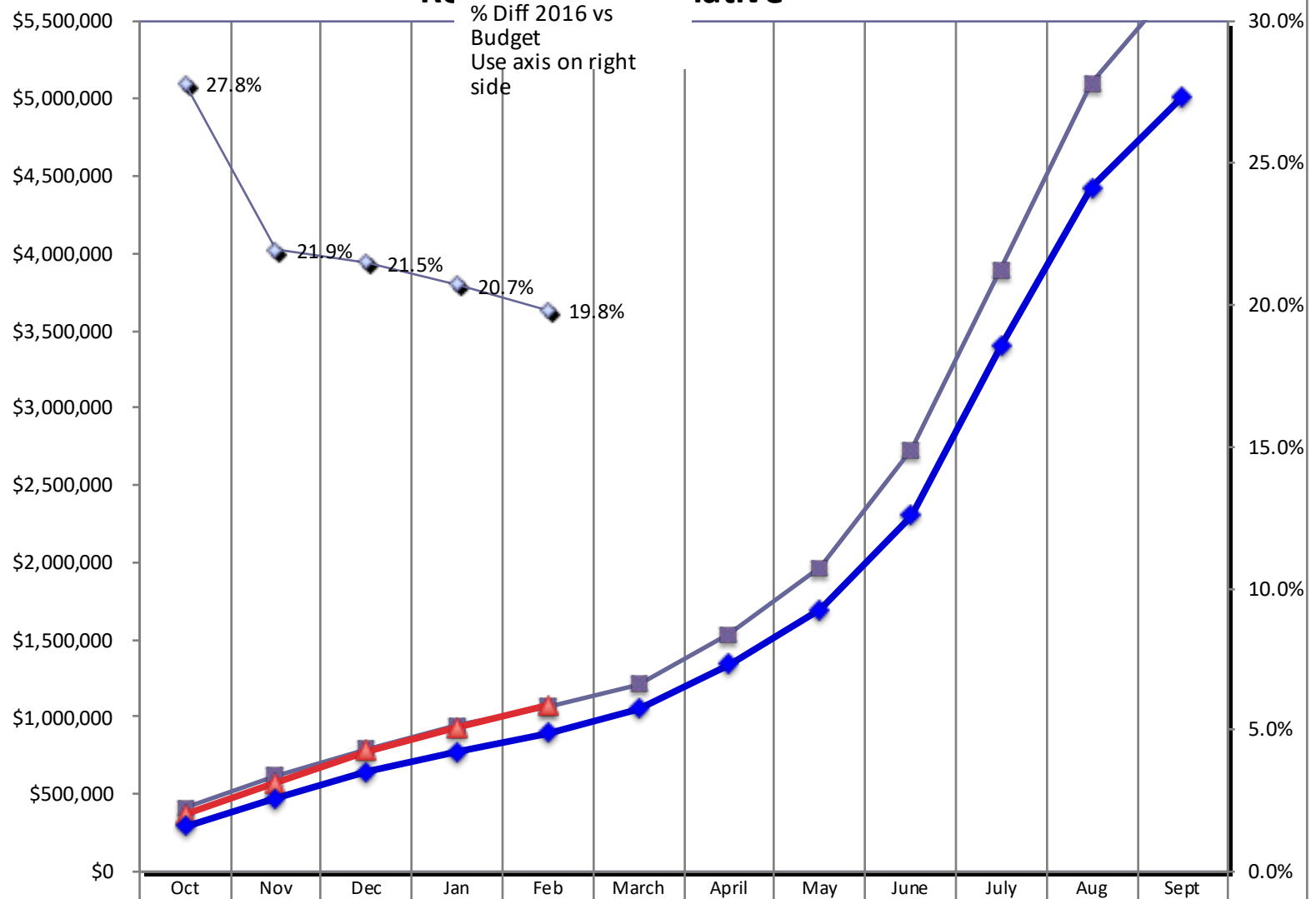


	Oct	Nov	Dec	Jan	Feb	March	April	May	June	July	Aug	Sept
FY2017(mod)	(\$30,086)	(\$258,088)	(\$238,404)	(\$245,417)	(\$401,264)	(\$655,003)	(\$87,276)	(\$266,263)	\$1,093	\$534,698	\$475,125	\$144,852
FY2018	(\$43,323)	(\$278,465)	(\$258,181)	(\$309,579)	(\$332,310)	\$0	\$0	\$0	\$0	\$0	\$0	\$0
% Diff	-44.0%	-7.9%	-8.3%	-26.1%	17.2%	100.0%	100.0%	100.0%	-100.0%	-100.0%	-100.0%	-100.0%
Budget	(\$170,318)	(\$446,003)	(\$265,440)	(\$344,874)	(\$277,497)	(\$384,844)	(\$263,881)	(\$146,050)	\$50,360	\$479,065	\$257,194	(\$6,054)
% Diff	74.6%	37.6%	2.7%	10.2%	-19.8%	100.0%	100.0%	100.0%	-100.0%	-100.0%	-100.0%	100.0%

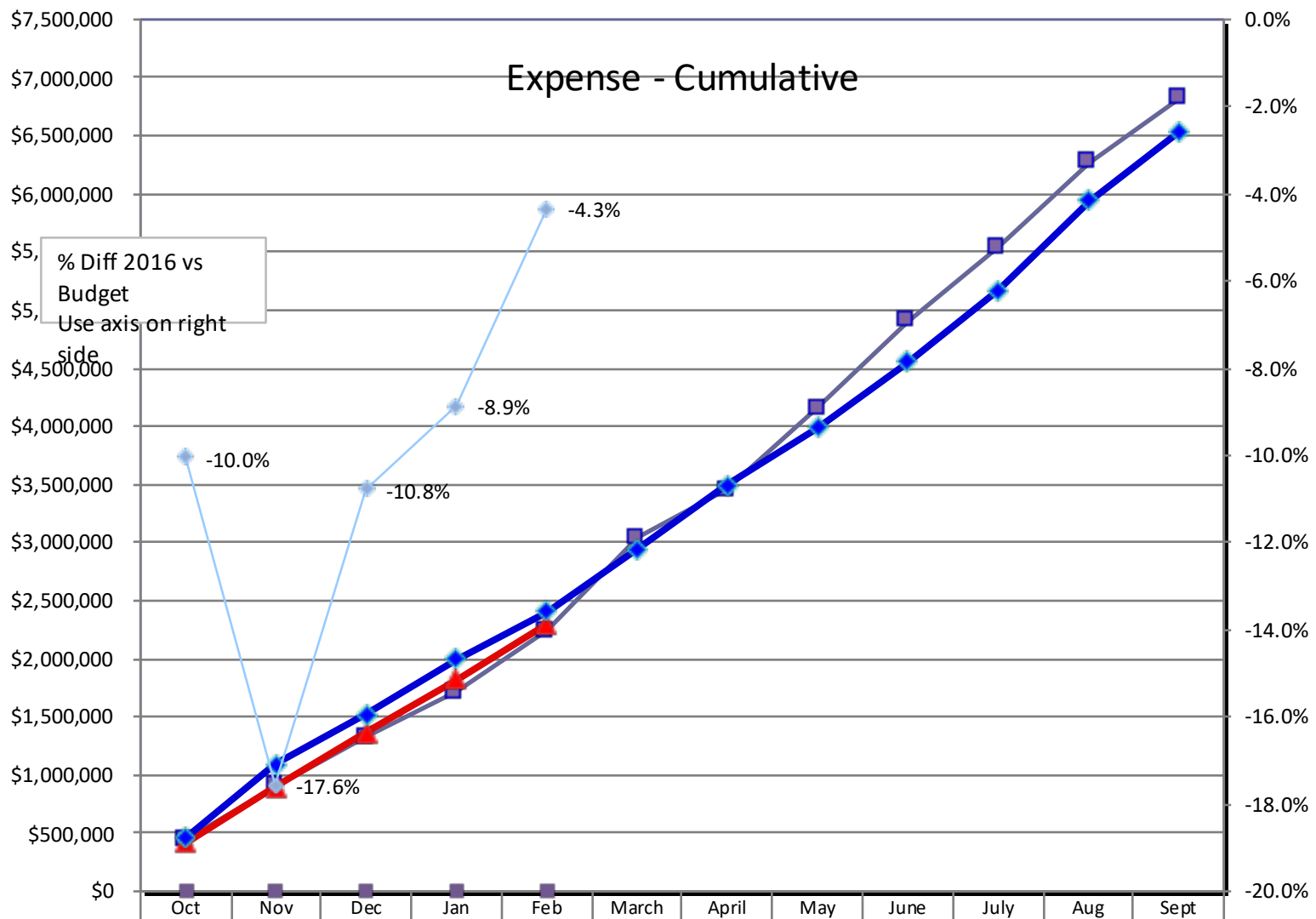




Revenue - Cumulative

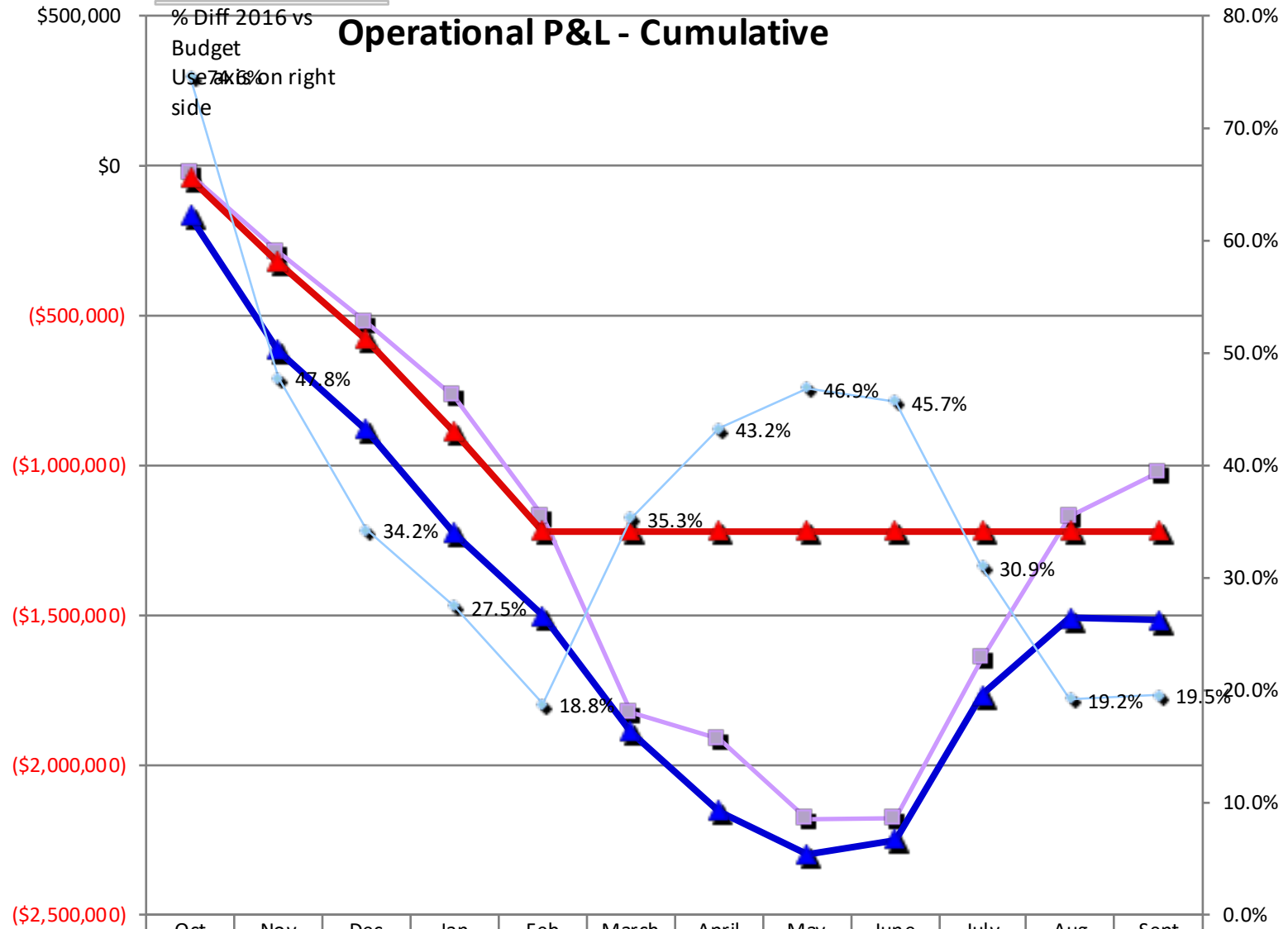


FY 2017 (mod)	\$413,592	\$619,420	\$797,596	\$944,049	\$1,065,83	\$1,214,09	\$1,532,74	\$1,969,38	\$2,729,48	\$3,892,60	\$5,098,80	\$5,790,57
FY 2018	\$371,048	\$575,306	\$778,842	\$932,030	\$1,076,41							
% Diff 18 vs 17	-10.3%	-7.1%	-2.4%	-1.3%	1.0%							
Budget	\$290,307	\$471,793	\$641,058	\$772,065	\$898,478	\$1,055,77	\$1,341,16	\$1,693,21	\$2,305,24	\$3,396,55	\$4,423,94	\$5,012,64
% Diff 18 vs Budget	27.8%	21.9%	21.5%	20.7%	19.8%							

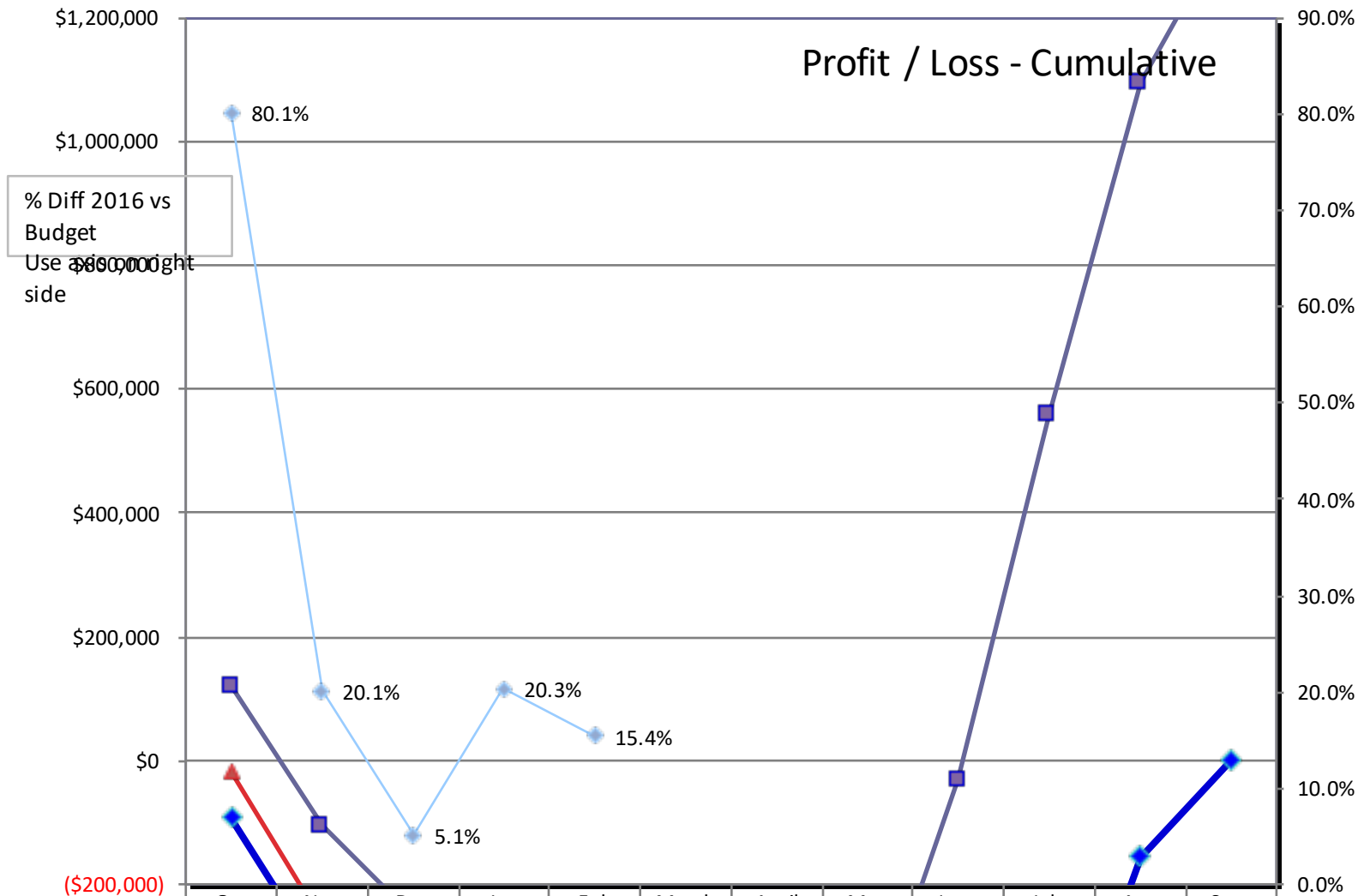


	Oct	Nov	Dec	Jan	Feb	March	April	May	June	July	Aug	Sept
FY2017(mod)	\$443,678	\$907,594	\$1,324,17	\$1,716,04	\$2,239,09	\$3,042,35	\$3,448,28	\$4,151,18	\$4,910,19	\$5,538,61	\$6,269,69	\$6,816,61
FY2018	\$414,371	\$897,094	\$1,358,81	\$1,821,57	\$2,298,27							
% Diff 18 vs 17	-6.6%	-1.2%	2.6%	6.1%	2.6%							
Budget	\$460,625	\$1,088,11	\$1,522,81	\$1,998,69	\$2,402,60	\$2,944,74	\$3,494,02	\$3,992,11	\$4,553,79	\$5,166,03	\$5,936,23	\$6,530,99
% Diff 18 vs Budget	-10.0%	-17.6%	-10.8%	-8.9%	-4.3%							

Operational P&L - Cumulative



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,	(\$1,221,	(\$1,221,	(\$1,221,	(\$1,221,	(\$1,221,	(\$1,221,	(\$1,221,
% Diff 18 vs 17	-44.0%	-11.7%	-10.1%	-15.2%	-4.1%	33.2%	36.2%	44.0%	44.0%	25.8%	-4.4%	-19.1%
Budget	(\$170,31)	(\$616,32)	(\$881,76)	(\$1,226,	(\$1,504,	(\$1,888,	(\$2,152,	(\$2,298,	(\$2,248,	(\$1,769,	(\$1,512,	(\$1,518,
% Diff 18 vs Budget	74.6%	47.8%	34.2%	27.5%	18.8%	35.3%	43.2%	46.9%	45.7%	30.9%	19.2%	19.5%



■ 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							
% Diff 18 vs 17	-115.2%	-148.2%	-90.9%	-56.3%	-46.6%							
◆ Budget	(\$92,254	(\$327,59	(\$508,91	(\$780,64	(\$974,03	(\$1,141,	(\$1,193,	(\$1,264,	(\$1,128,	(\$563,16	(\$154,72	(\$0)
◆ % Diff 18 vs Budget	80.1%	20.1%	5.1%	20.3%	15.4%							

