

Profit & Loss - Latest View

	Actual 1/1/2018	Actual 2/1/2018	Actual 3/1/2018	Actual 4/1/2018	Actual 5/1/2018	Actual 6/1/2018	Actual 7/1/2018	Actual 8/1/2018	Actual 9/1/2018	Budget 10/1/2018	Budget 11/1/2018	Budget 12/1/2018	Grand Total
<b>End Pop</b>													
Gross Profit	6,375,908	4,996,970	6,091,318	5,774,997	6,583,438	5,831,696	6,716,916	6,410,459	6,237,096	6,958,134	6,806,381	6,245,957	75,029,269
Gross Profit %	72.8%	69.0%	70.8%	69.6%	73.7%	70.5%	74.4%	70.0%	70.5%	72.2%	76.6%	72.1%	71.9%
Income before CAO	124,748	52,516	114,793	142,819	537,044	162,268	731,132	243,380	308,925	1,556,913	1,517,910	965,344	6,457,792
Income before CAO %	1.4%	0.7%	1.3%	1.7%	6.0%	2.0%	8.1%	2.7%	3.5%	16.2%	17.1%	11.1%	6.2%
Income before Tax	124,748	52,516	114,793	142,819	537,044	162,268	731,132	243,380	308,925	1,556,913	1,517,910	965,344	6,457,792
Income before Tax %	1.4%	0.7%	1.3%	1.7%	6.0%	2.0%	8.1%	2.7%	3.5%	16.2%	17.1%	11.1%	6.2%
<b>Revenue</b>	<b>8,756,932</b>	<b>7,239,677</b>	<b>8,602,391</b>	<b>8,295,626</b>	<b>8,931,813</b>	<b>8,273,416</b>	<b>9,027,245</b>	<b>9,158,287</b>	<b>8,845,215</b>	<b>9,632,834</b>	<b>8,887,717</b>	<b>8,657,803</b>	<b>104,308,956</b>
<b>Direct</b>													
Salaries & Taxes	1,647,807	1,513,071	1,670,405	1,581,699	1,659,623	1,557,554	1,611,751	1,766,992	1,669,286	1,716,160	1,591,564	1,689,234	19,675,146
Text & supplies	426,673	347,128	225,465	462,307	365,833	434,866	231,533	459,288	549,765	509,970	85,642	336,781	4,435,253
Lab Supplies	131,797	237,428	209,966	254,299	131,998	166,748	223,898	271,854	185,686	186,437	168,478	170,229	2,338,817
Other	73,292	50,046	181,275	113,934	112,614	138,923	169,480	125,759	120,389	130,476	123,863	123,443	1,463,493
Cert./Licenses Exams	101,455	95,034	223,962	108,390	78,307	143,629	73,666	123,936	82,993	131,657	111,790	92,158	1,366,977
<b>Direct Total</b>	<b>2,381,024</b>	<b>2,242,707</b>	<b>2,511,073</b>	<b>2,520,629</b>	<b>2,348,375</b>	<b>2,441,720</b>	<b>2,310,328</b>	<b>2,747,828</b>	<b>2,608,119</b>	<b>2,674,700</b>	<b>2,081,337</b>	<b>2,411,846</b>	<b>29,279,686</b>
<b>Indirect</b>													
Salaries & Taxes	2,155,025	2,000,222	2,116,671	1,964,257	2,172,084	2,241,802	2,264,457	2,117,140	2,093,238	2,041,883	1,979,121	2,032,472	25,178,373
Occupancy	1,024,343	1,003,349	1,038,545	1,059,731	1,101,256	1,058,904	1,147,428	1,199,555	1,100,365	1,069,701	1,069,701	1,069,701	12,942,576
Other	895,949	914,729	1,453,136	1,039,753	1,107,899	1,201,981	1,089,688	1,351,531	999,051	947,132	952,246	945,210	12,898,304
Advertising	731,711	661,364	493,418	470,737	535,935	425,748	597,147	663,979	619,310	531,496	476,021	421,136	6,628,003
Bad Debts	1,097,290	64,261	628,453	747,798	703,562	156,229	464,495	289,864	857,766	529,404	529,778	529,989	6,598,889
Insurance	352,845	267,489	230,731	266,055	224,329	362,596	229,975	432,383	183,343	248,121	248,121	248,621	3,294,610
Depreciation	77,976	76,644	78,913	71,687	69,944	68,842	69,723	70,959	69,631	74,974	74,974	74,974	879,242
Legal	24,485	29,642	23,047	22,004	14,519	20,795	34,850	12,977	19,763	29,031	29,031	29,031	289,176
<b>Indirect Total</b>	<b>6,359,624</b>	<b>5,017,700</b>	<b>6,062,913</b>	<b>5,642,022</b>	<b>5,929,528</b>	<b>5,536,898</b>	<b>5,897,763</b>	<b>6,138,389</b>	<b>5,942,466</b>	<b>5,471,744</b>	<b>5,358,994</b>	<b>5,351,136</b>	<b>68,709,175</b>
<b>Other Income</b>													
Interest	73,825	67,803	70,319	24,989	21,613	50,809	48,247	51,853	45,350				454,810
Testing	255	2,230	570	1,892	1,915	1,655	1,770	1,413	1,998				13,697

