

Fresno Campus Profit & Loss - Latest View

	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Actual	Budget	Budget	Budget	Grand Total
	1/1/2018	2/1/2018	3/1/2018	4/1/2018	5/1/2018	6/1/2018	7/1/2018	8/1/2018	9/1/2018	10/1/2018	11/1/2018	12/1/2018	
Gross Profit	684,439	499,618	688,080	570,168	686,724	607,139	568,465	623,823	562,595	593,593	613,712	517,438	7,215,794
Gross Profit %	75.8%	71.4%	80.0%	75.0%	77.8%	79.9%	73.0%	73.8%	72.1%	70.9%	79.4%	72.4%	75.2%
Income before Tax	199,835	9,919	219,648	25,219	106,052	194,808	61,741	96,856	57,742	82,127	121,747	25,110	1,200,804
Income before Tax %	22.1%	1.4%	25.5%	3.3%	12.0%	25.6%	7.9%	11.5%	7.4%	9.8%	15.7%	3.5%	12.5%
<b>Revenue</b>	<b>902,361</b>	<b>699,793</b>	<b>860,396</b>	<b>760,704</b>	<b>882,349</b>	<b>759,989</b>	<b>778,470</b>	<b>844,834</b>	<b>780,233</b>	<b>837,256</b>	<b>773,260</b>	<b>715,009</b>	<b>9,594,654</b>
<b>Direct</b>													
Cert./Licenses Exams	3,123	4,378	2,438	1,553	2,173	3,337	6,215	2,185	18,262	11,862		6,352	61,878
Lab Supplies	16,234	13,588	19,825	23,878	18,433	15,548	15,863	17,315	15,283	17,398	16,706	14,718	204,790
Other	19,429	22,964	18,317	26,119	29,543	22,714	22,261	22,570	21,627	22,687	9,487	21,820	259,538
Salaries & Taxes	128,863	118,293	127,728	115,774	108,151	99,741	133,281	135,020	131,355	135,020	131,355	135,371	1,499,953
Text & supplies	50,272	40,952	4,007	23,212	37,325	11,510	32,385	43,921	31,111	56,696	2,000	19,310	352,702
<b>Direct Total</b>	<b>217,922</b>	<b>200,175</b>	<b>172,316</b>	<b>190,536</b>	<b>195,625</b>	<b>152,850</b>	<b>210,005</b>	<b>221,011</b>	<b>217,638</b>	<b>243,663</b>	<b>159,548</b>	<b>197,571</b>	<b>2,378,860</b>
<b>Indirect</b>													
Advertising	49,270	58,492	43,759	45,715	43,619	20,281	47,405	64,930	47,405	44,855	42,295	38,355	546,381
Bad Debts	44,500	64,550	-544	77,186	32,771	-32,902	30,926	30,926	30,926	30,926	30,926	30,926	371,117
Depreciation	2,870	2,870	2,744	2,302	3,333	3,310	2,905	2,905	2,905	2,905	2,905	2,905	34,860
Insurance	18,714	19,274	18,852	18,821	18,908	17,560	31,512	31,512	31,562	31,512	31,512	31,562	301,301
Occupancy	89,690	88,256	91,671	90,347	109,358	92,804	93,831	93,686	93,686	93,831	93,686	93,686	1,124,532
Other	20,017	31,113	48,328	50,730	85,617	54,176	36,057	35,976	35,976	36,057	35,976	35,976	505,998
Salaries & Taxes	129,185	114,013	129,863	125,040	141,772	128,077	127,344	127,134	123,444	127,134	123,444	127,344	1,523,794
(blank)	82	1,225	1,180	3,111	2,723	3,218	1,922	1,922	1,922	1,922	1,922	1,922	23,070
<b>Indirect Total</b>	<b>354,329</b>	<b>379,793</b>	<b>335,852</b>	<b>413,252</b>	<b>438,100</b>	<b>286,524</b>	<b>371,902</b>	<b>388,991</b>	<b>367,826</b>	<b>369,142</b>	<b>362,666</b>	<b>362,676</b>	<b>4,431,054</b>
<b>Other Income</b>	<b>9,659</b>	<b>5,783</b>	<b>4,886</b>	<b>867</b>	<b>256</b>	<b>6,401</b>	<b>8,217</b>	<b>8,217</b>	<b>8,217</b>	<b>8,217</b>	<b>8,217</b>	<b>8,217</b>	<b>77,153</b>
<b>Corporate Allocation</b>	<b>139,935</b>	<b>115,689</b>	<b>137,465</b>	<b>132,563</b>	<b>142,828</b>	<b>132,208</b>	<b>143,039</b>	<b>146,193</b>	<b>145,244</b>	<b>150,541</b>	<b>137,516</b>	<b>137,869</b>	<b>1,661,089</b>

**Profit & Loss - Latest View**

	2012	2013	2014	2015	2016	2017	2018
<b>Gross Profit</b>	9,550,666	8,513,390	8,979,715	8,794,744	8,417,682	7,458,898	7,215,794
<b>Gross Profit %</b>	70.9%	74.6%	77.4%	77.2%	75.2%	75.5%	75.2%
<b>Income before Tax</b>	2,779,446	2,051,851	2,702,196	2,502,764	2,096,851	1,760,164	1,200,804
<b>Income before Tax %</b>	20.6%	18.0%	23.3%	22.0%	18.7%	17.8%	12.5%
<b>Revenue</b>	13,474,296	11,419,265	11,596,215	11,395,046	11,186,544	9,876,998	9,594,654
<b>Direct</b>							
<b>Cert./Licenses Exams</b>	58,714	68,224	55,241	48,936	108,500	46,629	61,878
<b>Lab Supplies</b>	208,266	185,369	227,096	222,202	223,042	181,879	204,790
<b>Other</b>	227,366	137,352	138,347	208,885	240,675	256,816	259,538
<b>Salaries &amp; Taxes</b>	2,512,919	1,816,657	1,708,986	1,545,933	1,547,161	1,424,883	1,499,953
<b>Text &amp; supplies</b>	916,366	698,274	486,831	574,345	649,484	507,893	352,702
<b>Direct Total</b>	3,923,630	2,905,875	2,616,500	2,600,302	2,768,862	2,418,100	2,378,860
<b>Indirect</b>							
<b>Advertising</b>	686,522	775,181	861,397	797,899	694,594	494,115	546,381
<b>Bad Debts</b>	379,217	379,177	445,790	514,672	706,948	541,447	371,117
<b>Depreciation</b>	119,590	116,396	108,808	94,960	65,740	41,688	34,860
<b>Insurance</b>	265,705	258,764	170,360	278,601	344,095	219,147	301,301
<b>Legal</b>	4,126	352	14,062	6,389			
<b>Occupancy</b>	1,005,775	1,016,141	1,066,636	1,056,522	1,161,108	1,173,809	1,124,532
<b>Other</b>	482,168	446,475	384,736	459,432	388,358	298,502	505,998
<b>Salaries &amp; Taxes</b>	1,916,210	1,855,167	1,563,514	1,531,749	1,426,259	1,458,034	1,523,794
<b>(blank)</b>						1,304	23,070
<b>Indirect Total</b>	4,859,313	4,847,652	4,615,303	4,740,222	4,787,101	4,228,045	4,431,054
<b>Other Income</b>	109,237	99,003	77,217	92,146	107,719	98,605	77,153

Profit & Loss - Original Budget to Latest View Variance

Row Labels	Original Budget	Latest View	Original to LV Variance	Original to LV Variance %
Gross Profit	8,139,093	7,215,794	(923,299)	-11.3%
Gross Profit %	78.3%	75.2%		
Income Before Tax	2,181,884	1,200,804	(981,079)	-45.0%
Income Before Tax %	21.0%	12.5%		
<b>Revenue</b>	<b>10,389,923</b>	<b>9,594,654</b>	<b>-795,269</b>	<b>-7.7 %</b>
<b>Direct</b>				
Cert./Licenses Exams	98,663	61,878	-36,785	-37.3 %
Lab Supplies	215,063	204,790	-10,273	-4.8 %
Other	247,312	259,538	12,226	4.9 %
Salaries & Taxes	1,287,101	1,499,953	212,852	16.5 %
Text & supplies	402,691	352,702	-49,989	-12.4 %
<b>Direct Total</b>	<b>2,250,830</b>	<b>2,378,860</b>	<b>128,030</b>	<b>5.7 %</b>
<b>Indirect</b>				
Advertising	583,990	546,381	-37,609	-6.4 %
Bad Debts	706,938	371,117	-335,821	-47.5 %
Depreciation	37,127	34,860	-2,267	-6.1 %
Insurance	253,880	301,301	47,421	18.7 %
Occupancy	1,175,476	1,124,532	-50,944	-4.3 %
Other	303,777	505,998	202,221	66.6 %
Salaries & Taxes	1,426,442	1,523,794	97,352	6.8 %
(blank)	-92,945	23,070	116,015	-124.8 %
<b>Indirect Total</b>	<b>4,394,685</b>	<b>4,431,054</b>	<b>36,368</b>	<b>0.8 %</b>
<b>Other Income</b>	<b>98,604</b>	<b>77,153</b>	<b>-21,451</b>	<b>-21.8 %</b>
<b>Corporate Allocation</b>	<b>1,661,128</b>	<b>1,661,089</b>	<b>-39</b>	<b>-0.0 %</b>

## Notes

Actuals:	Net amount
Original Budget:	The original budget created at the beginning of the year. Does not change once approved
Rolling Budget:	Each month the budget is updated based on prior months actual population and expense
Latest View:	Actuals for closed periods and rolling budget for future periods
Variance:	Latest View - Original Budget
Variance %:	$(\text{Latest View} - \text{Original Budget}) / \text{Original Budget}$
Update:	Actuals are published on the 15th of the following month