Original Budget - 2018

	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	Grand Total
End Pop													
Gross Profit	5,993,167	5,295,287	6,350,044	5,539,229	5,931,920	5,619,152	6,375,518	6,730,410	6,588,932	6,799,318	6,866,144	6,706,823	74,795,944
Gross Profit %	68.6%	67.6%	74.9%	68.4%	69.8%	67.3%	70.9%	72.3%	71.3%	70.5%	76.5%	72.5%	71.0%
Income before CAO	417,241	(103,454)	881,850	116,487	606,026	389,004	1,021,242	1,249,866	1,321,254	1,513,417	1,704,245	1,364,148	10,481,326
Income before CAO %	4.8%	-1.3%	10.4%	1.4%	7.1%	4.7%	11.4%	13.4%	14.3%	15.7%	19.0%	14.7%	9.9%
Income before Tax	417,241	(103,454)	881,850	116,487	606,026	389,004	1,021,242	1,249,866	1,321,254	1,513,417	1,704,245	1,364,148	10,481,326
Income before Tax %	4.8%	-1.3%	10.4%	1.4%	7.1%	4.7%	11.4%	13.4%	14.3%	15.7%	19.0%	14.7%	9.9%
Revenue	8,731,827	7,836,703	8,480,443	8,092,767	8,498,200	8,347,944	8,996,665	9,314,884	9,236,144	9,650,664	8,975,691	9,251,587	105,413,519
Direct													
Salaries & Taxes	1,726,159	1,543,164	1,641,208	1,596,402	1,666,395	1,628,102	1,679,520	1,677,904	1,628,102	1,683,582	1,636,278	1,687,696	19,794,512
Text & supplies	558,041	521,027	136,168	468,914	494,210	487,407	527,582	496,060	574,665	657,426	89,884	477,710	5,489,094
Lab Supplies	168,635	190,243	189,874	204,612	167,425	306,200	180,465	185,596	185,822	192,158	183,381	186,431	2,340,842
Other	115,677	174,931	148,006	118,002	119,469	217,537	125,704	125,536	126,710	189,428	126,107	126,566	1,713,673
Cert./Licenses Exams	170,148	112,051	15,143	165,608	118,781	89,546	107,876	99,378	131,913	128,752	73,897	66,361	1,279,454
Direct Total	2,738,660	2,541,416	2,130,399	2,553,538	2,566,280	2,728,792	2,621,147	2,584,474	2,647,212	2,851,346	2,109,547	2,544,764	30,617,575
Indirect													
Salaries & Taxes	2,044,761	1,901,828	2,001,948	1,964,742	2,003,652	1,964,742	2,004,589	2,001,948	1,964,742	2,001,948	1,964,742	2,004,589	23,824,231
Occupancy	1,069,919	1,064,375	1,085,595	1,090,769	1,085,225	1,085,595	1,090,769	1,085,225	1,085,595	1,090,769	1,085,225	1,085,595	13,004,656
Other	814,844	803,620	867,570	875,600	860,656	796,917	821,393	804,594	794,325	801,983	777,815	799,486	9,818,803
Bad Debts	654,493	654,493	654,493	654,493	654,493	654,493	654,493	654,493	658,211	658,839	661,385	662,412	7,876,791
Advertising	664,323	650,373	563,053	621,696	507,771	514,536	572,373	761,923	557,203	526,496	471,021	431,136	6,841,904
Insurance	248,947	248,947	218,412	252,787	254,947	256,572	254,947	218,947	256,572	257,447	254,947	256,572	2,980,044
Depreciation	98,332	94,798	96,816	97,438	93,932	92,076	90,495	88,197	85,813	83,202	81,547	237,667	1,240,313
Legal	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	50,000	600,000
Budget Adjustment				-115,090	-115,090	-115,090	-115,090	-115,090	-115,090	-115,090	-115,090	-115,090	-1,035,808
Indirect Total	5,645,619	5,468,434	5,537,887	5,492,435	5,395,587	5,299,841	5,423,969	5,550,237	5,337,371	5,355,594	5,231,592	5,412,368	65,150,934
Other Income													
Other	69,693	69,693	69,693	69,693	69,693	69,693	69,693	69,693	69,693	69,693	69,693	69,693	836,316