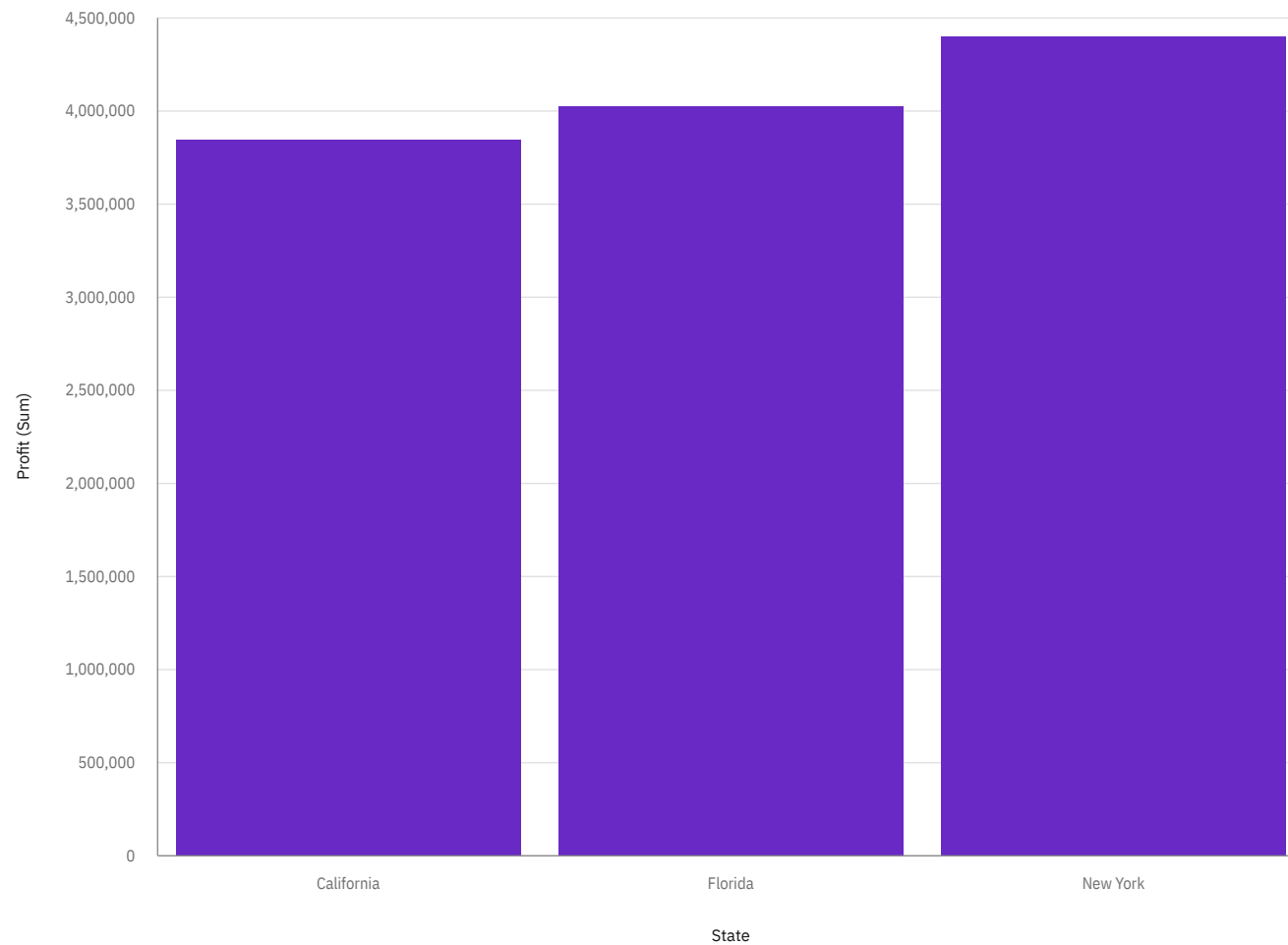


## OVERVIEW

Profit by State



R&amp;D Spend

**8.1M**

R&amp;D Spend

Administration

**13.1M**

Administration

Marketing Spend

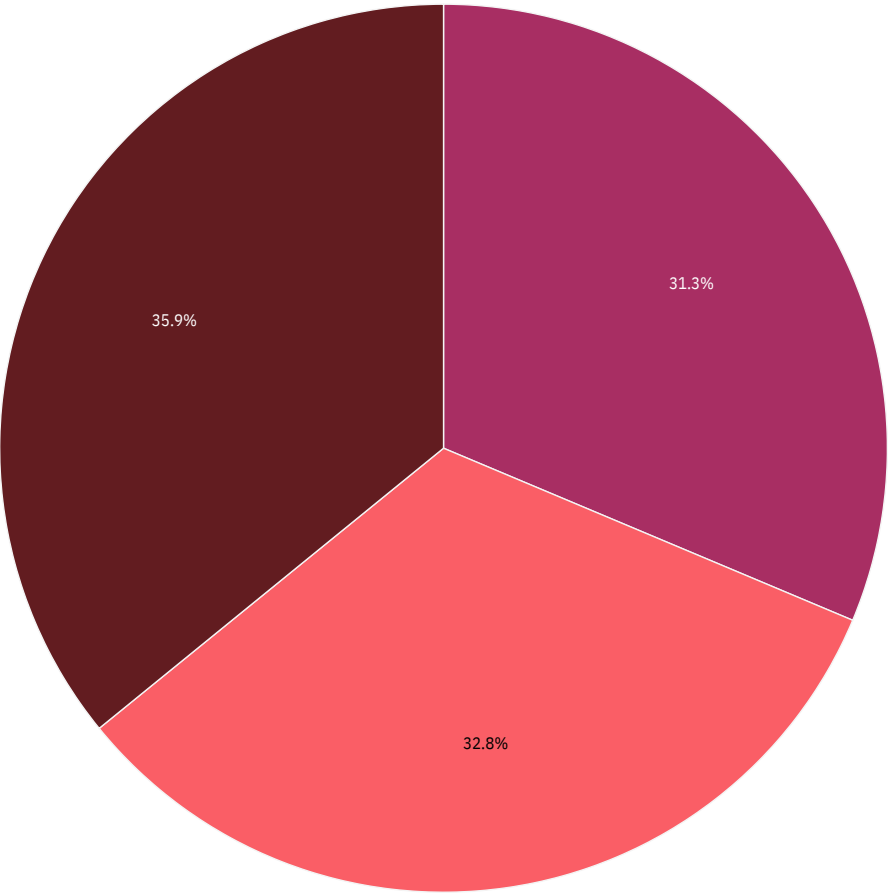
**23.2M**

Marketing Spend

LOCATION INSIGHTS

Profit by State

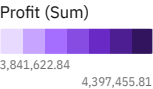
State  
● California ● Florida ● New York



TOTAL PROFIT

12.3M  
Profit

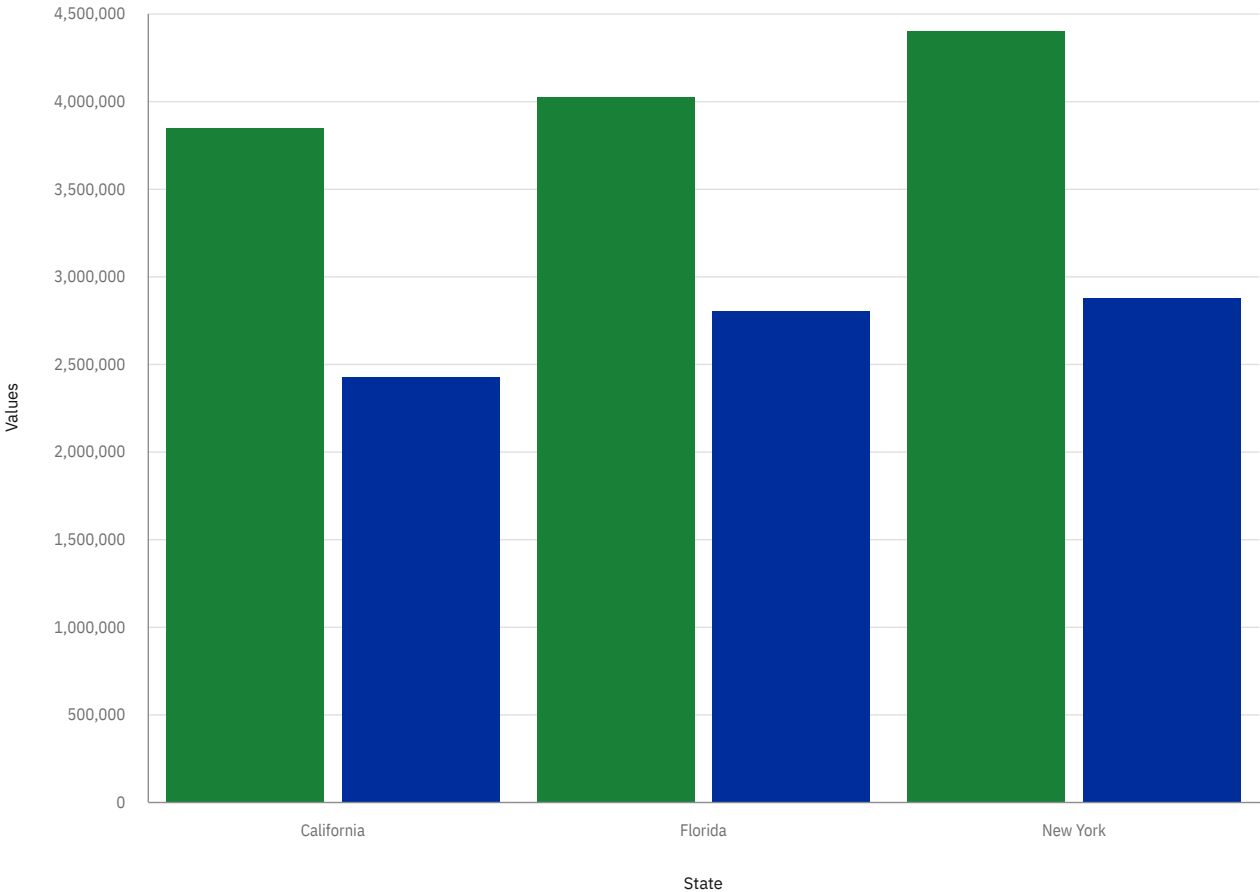
State, Profit



R&D-SPEND INSIGHTS

Profit by State

Measures  
● Profit ● R&D Spend



R&D Spend

8.1M

R&D Spend

AVERAGE R&D Spend

75K

R&D Spend

MAXIMUM R&D Spend

165K

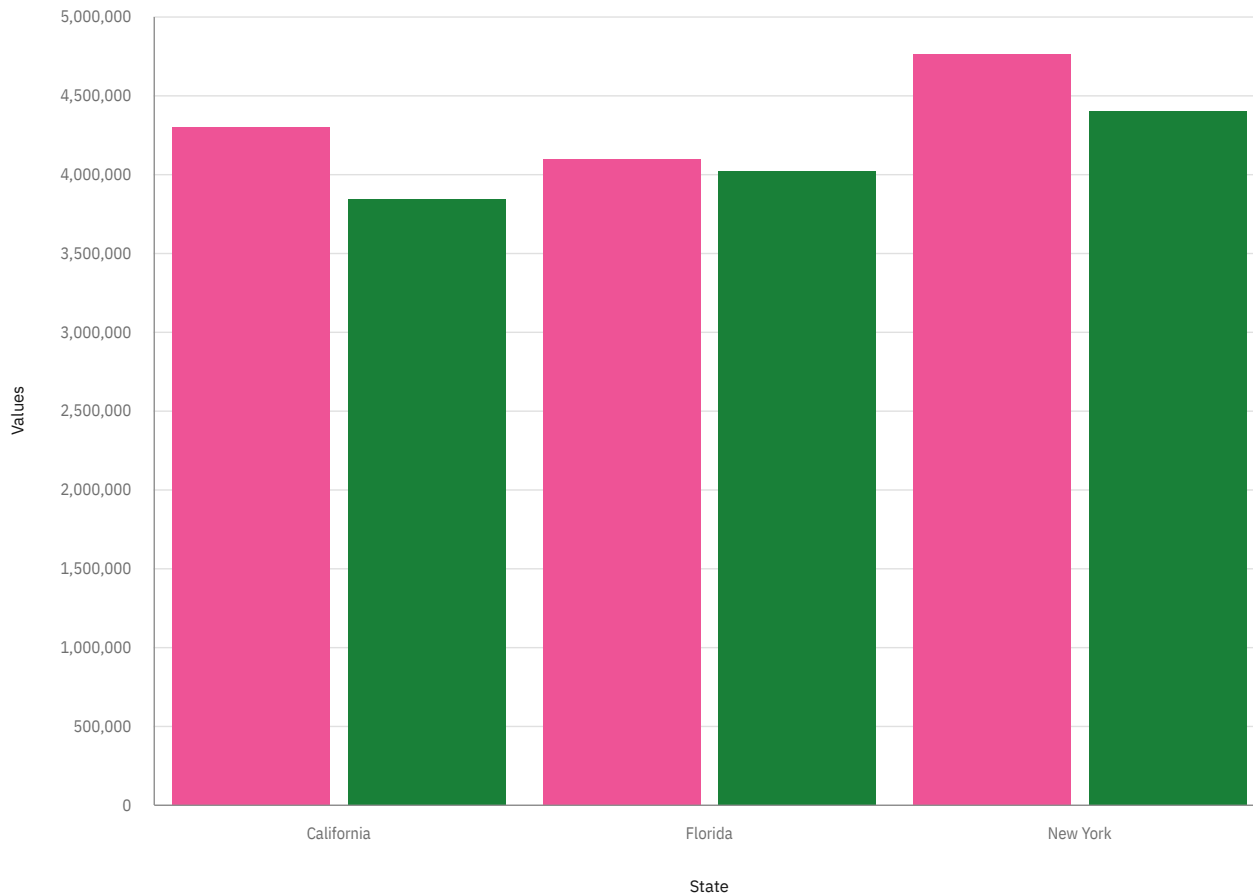
R&D Spend

## ADMIN INSIGHTS

## Administration and Profit by State

## Measures

Administration Profit



## TOTAL ADMIN SPEND

13.1M

Administration

## AVERAGE ADMIN SPEND

122K

Administration

## MAXIMUM ADMIN SPEND

183K

Administration

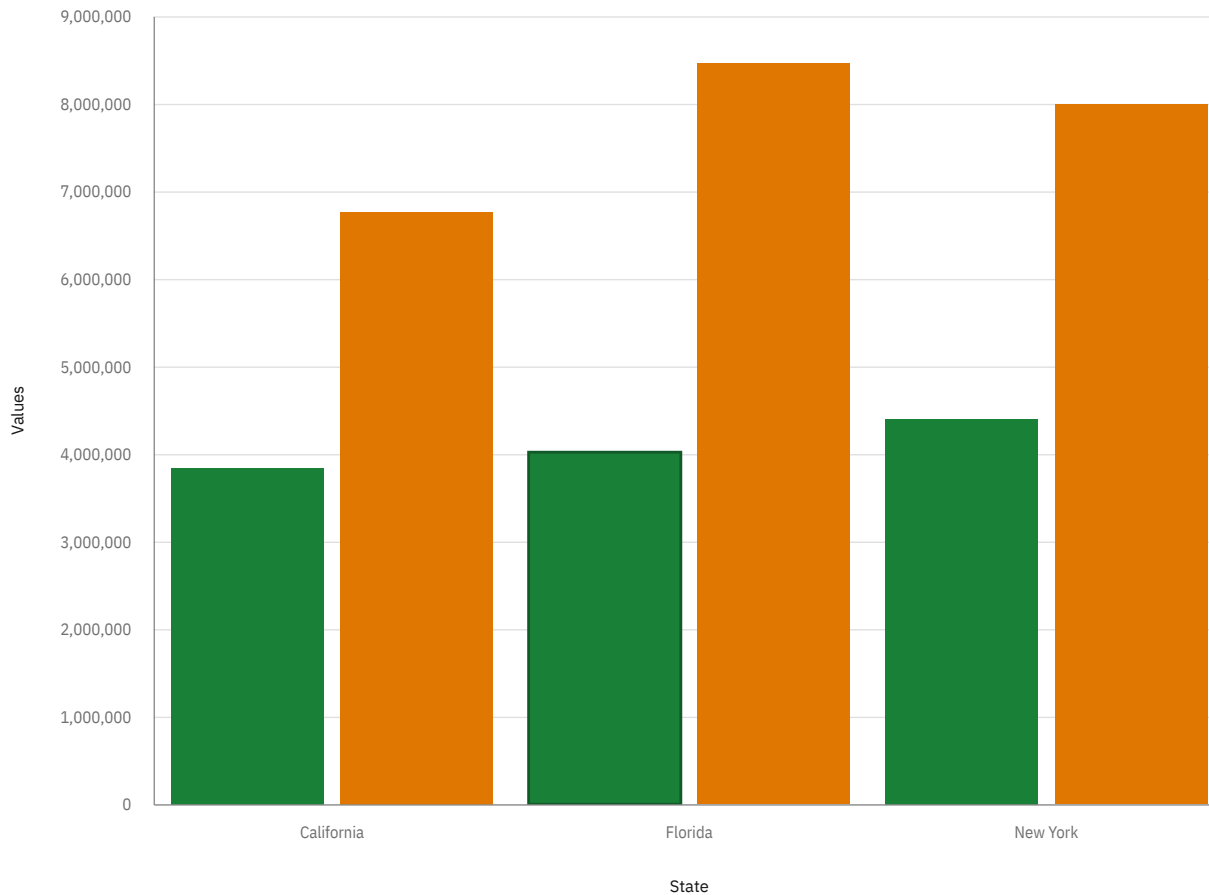
## MARKETING INSIGHT

Profit and Marketing Spend by State

Measures

● Profit

● Marketing Spend



TOTAL MARKETING SPEND

23.2M

Marketing Spend

AVERAGE MARKETING SPEND

215K

Marketing Spend

MAXIMUM MARKETING SPEND

472K

Marketing Spend