

October 2017

Metrics for October 2017

Monthly Expense

Monthly Income

% of Monthly Income

\$3,283,435

\$3,824,079

85.86%

Metrics for YTD

YTD Expense

YTD Income

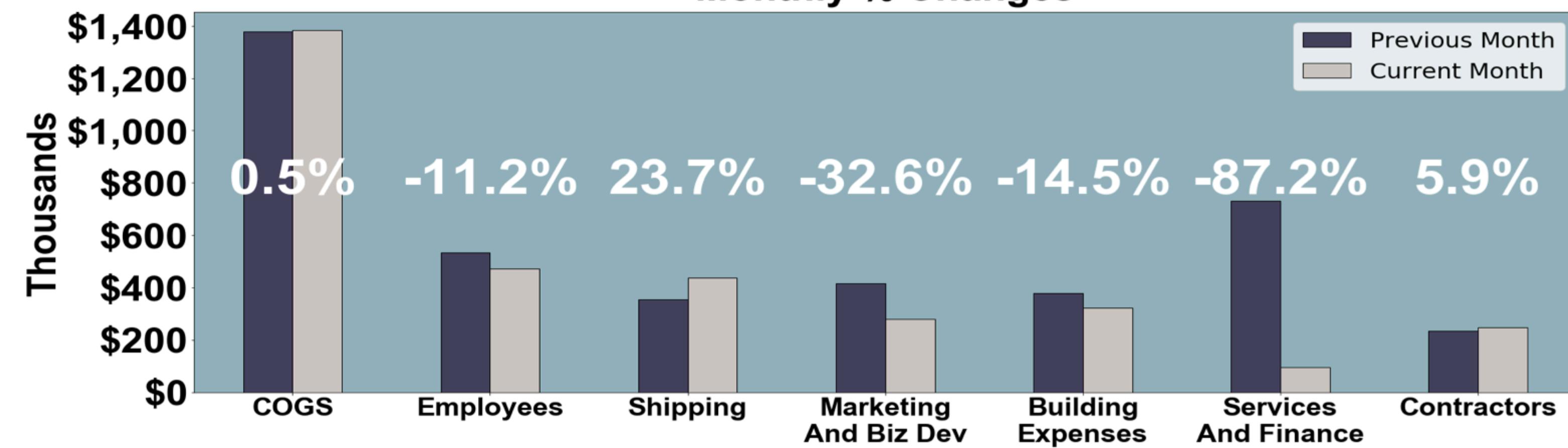
% of YTD Income

\$35,440,326

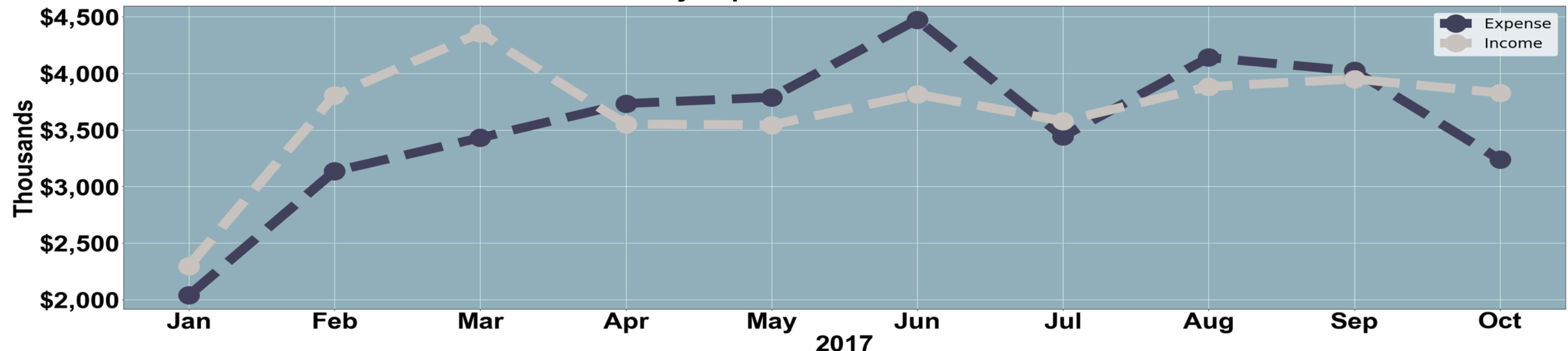
\$36,606,444

96.81%

Monthly % Changes



Monthly Expense and Income Over Time





COGS

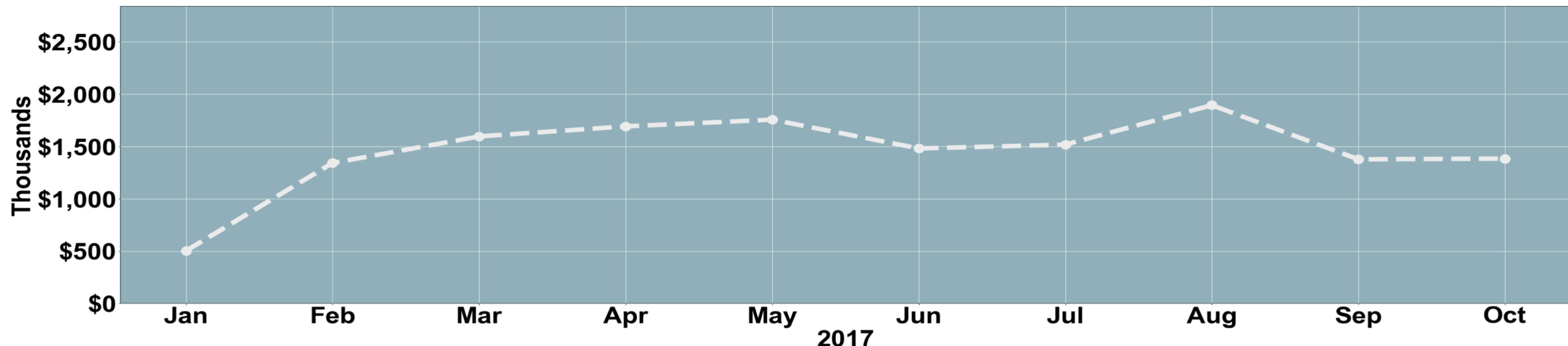
Metrics for October 2017

Total Expense	% Change	% of All Expenses
\$1,383,651	0.48%	42.14%

Breakdown of COGS for October 2017 Top Three



COGS over time



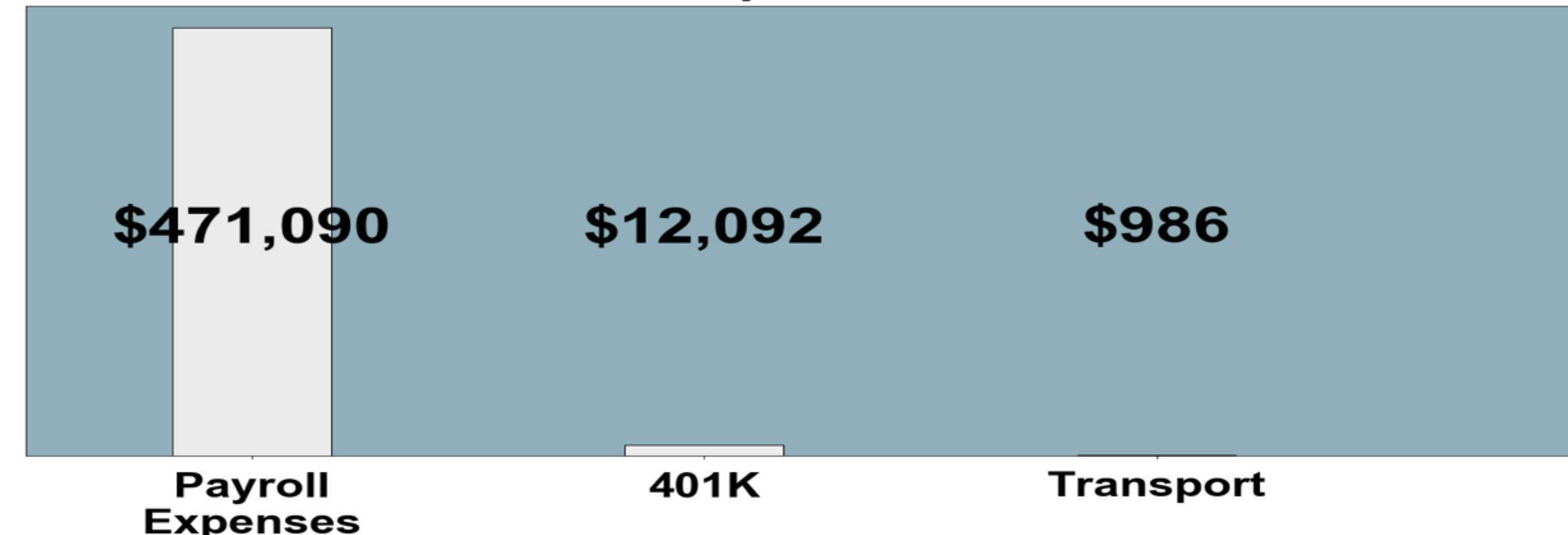


Employees

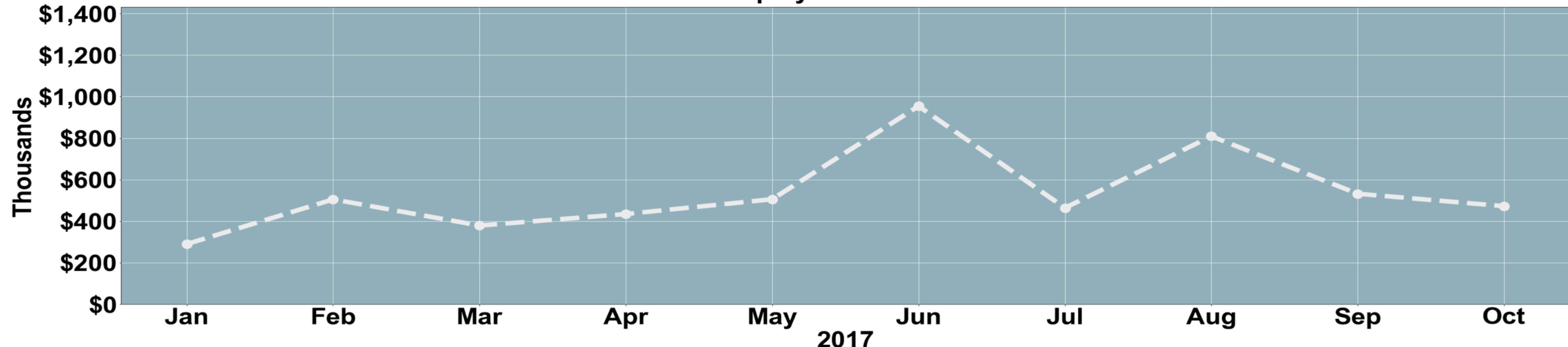
Metrics for October 2017

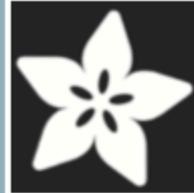
Total Expense	% Change	% of All Expenses
\$472,468	-11.24%	14.39%

Breakdown of Employees for October 2017 Top Three



Employees over time



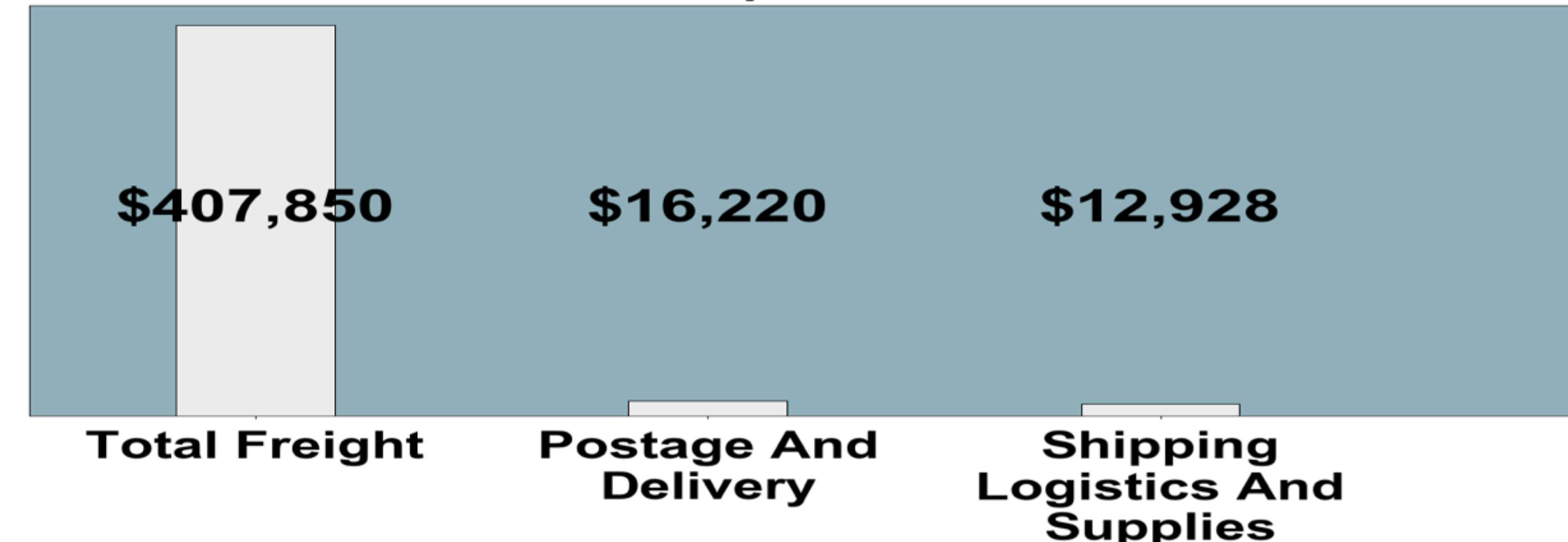


Shipping

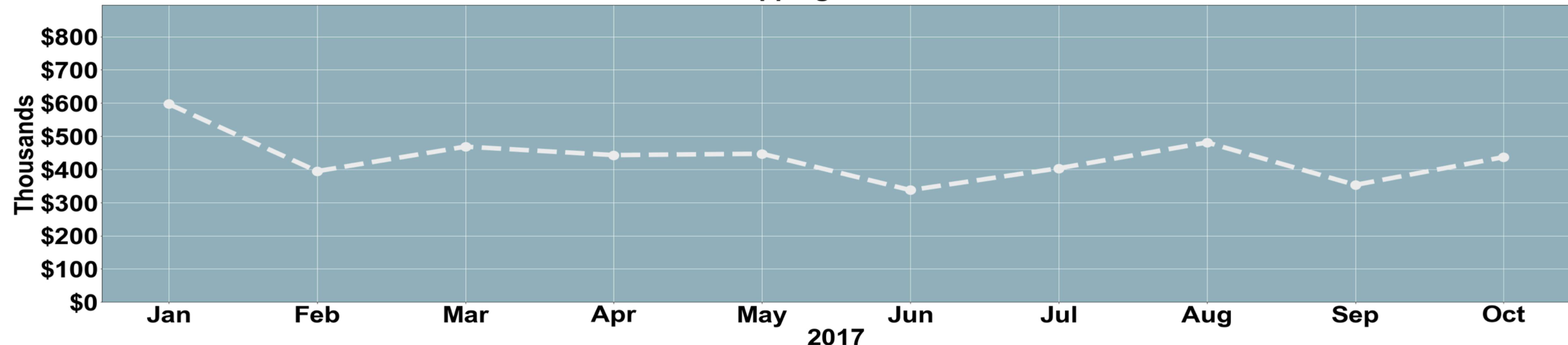
Metrics for October 2017

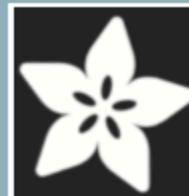
Total Expense	% Change	% of All Expenses
\$436,999	23.72%	13.31%

Breakdown of Shipping for October 2017 Top Three



Shipping over time





Marketing And Biz Dev

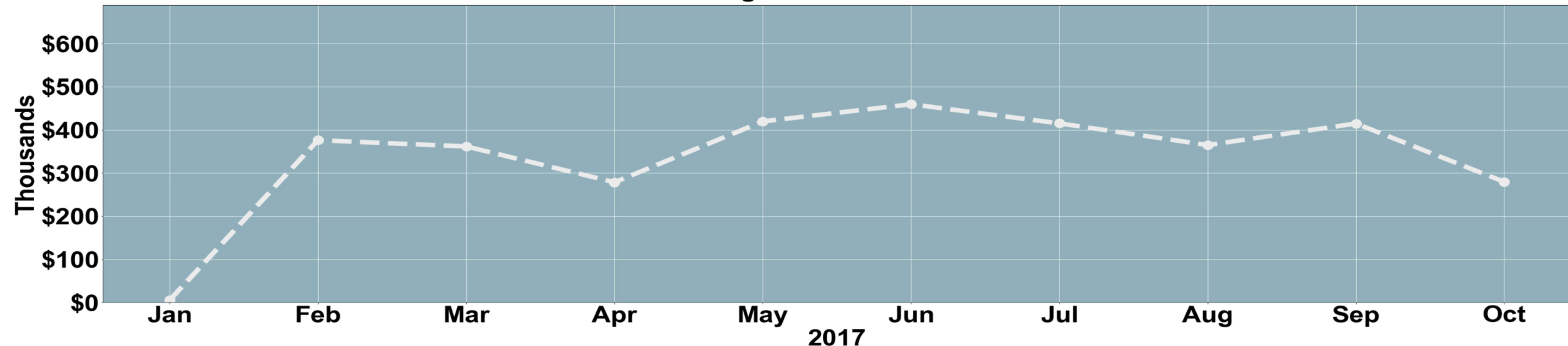
Metrics for October 2017

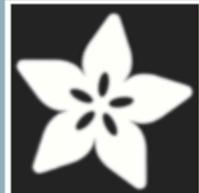
Total Expense	% Change	% of All Expenses
\$279,383	-32.62%	8.51%

Breakdown of Marketing And Biz Dev for October 2017 Top Three



Marketing And Biz Dev over time



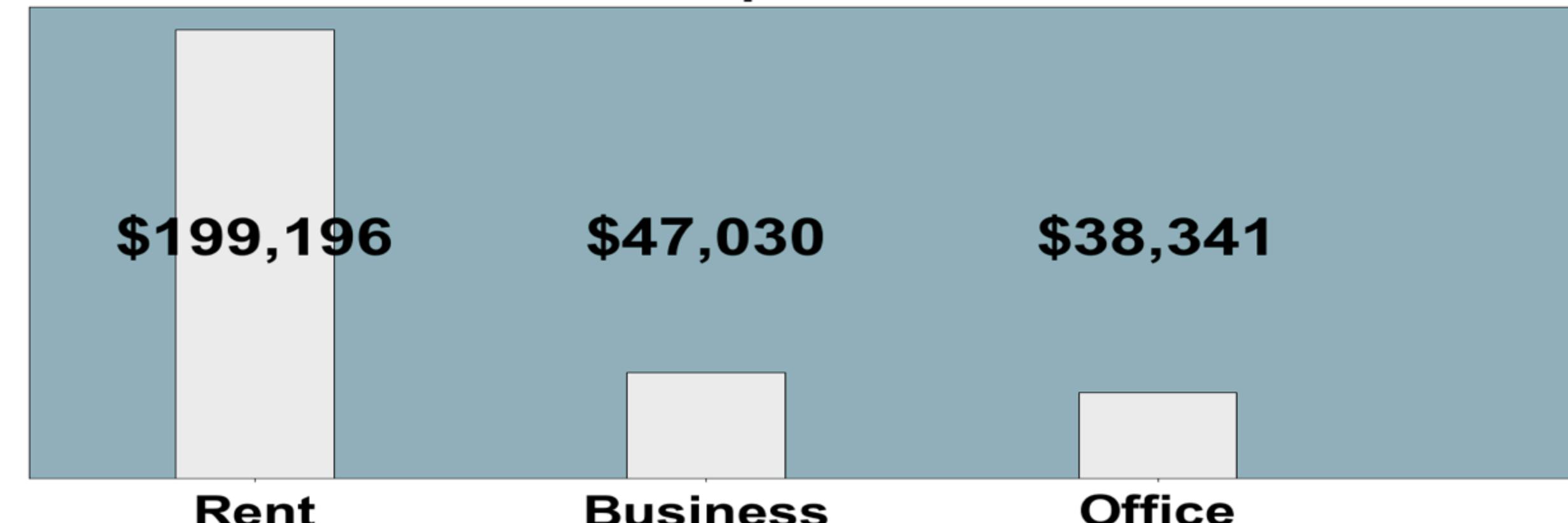


Building Expenses

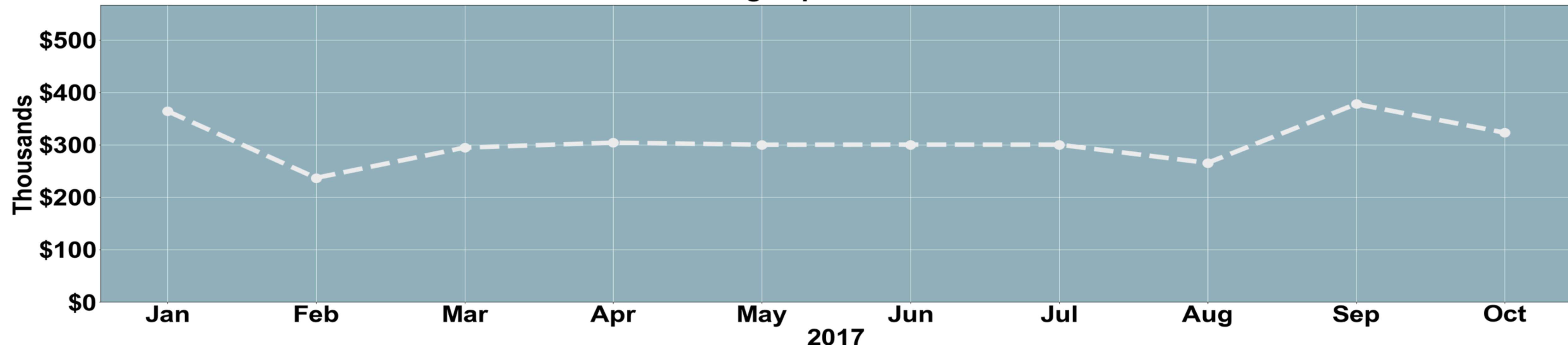
Metrics for October 2017

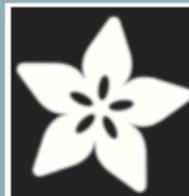
Total Expense	% Change	% of All Expenses
\$323,260	-14.46%	9.85%

Breakdown of Building Expenses for October 2017 Top Three



Building Expenses over time



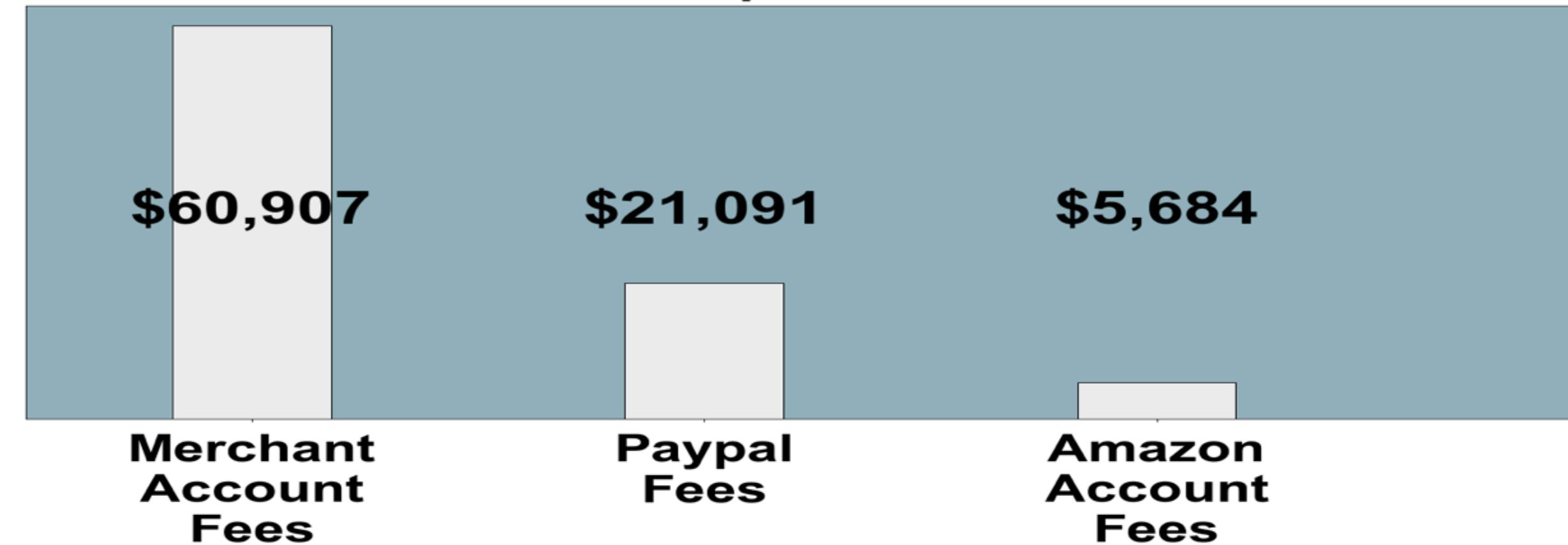


Services And Finance

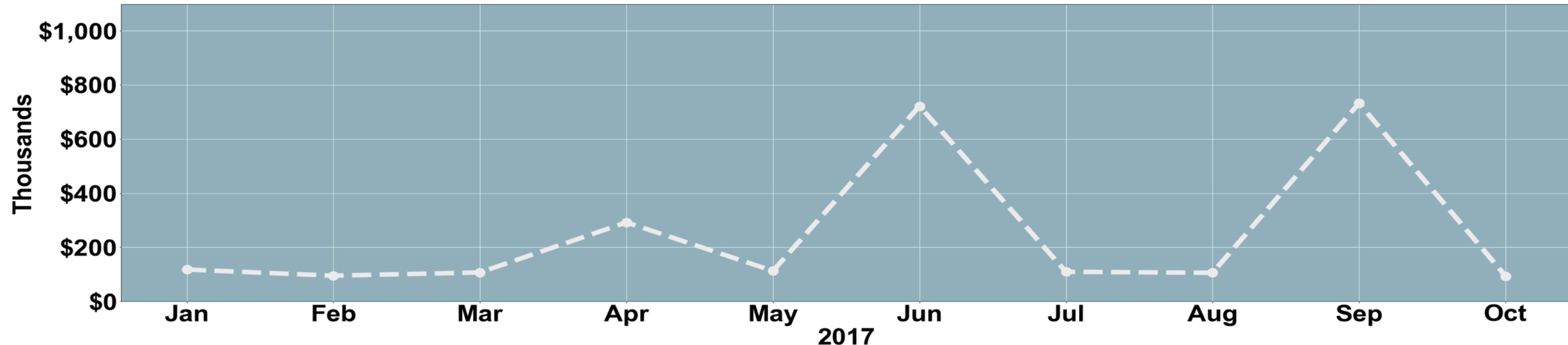
Metrics for October 2017

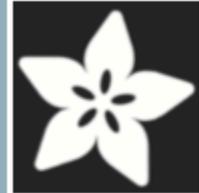
Total Expense	% Change	% of All Expenses
\$93,863	-87.18%	2.86%

Breakdown of Services And Finance for October 2017 Top Three



Services And Finance over time





Contractors

Metrics for October 2017

Total Expense

\$248,460

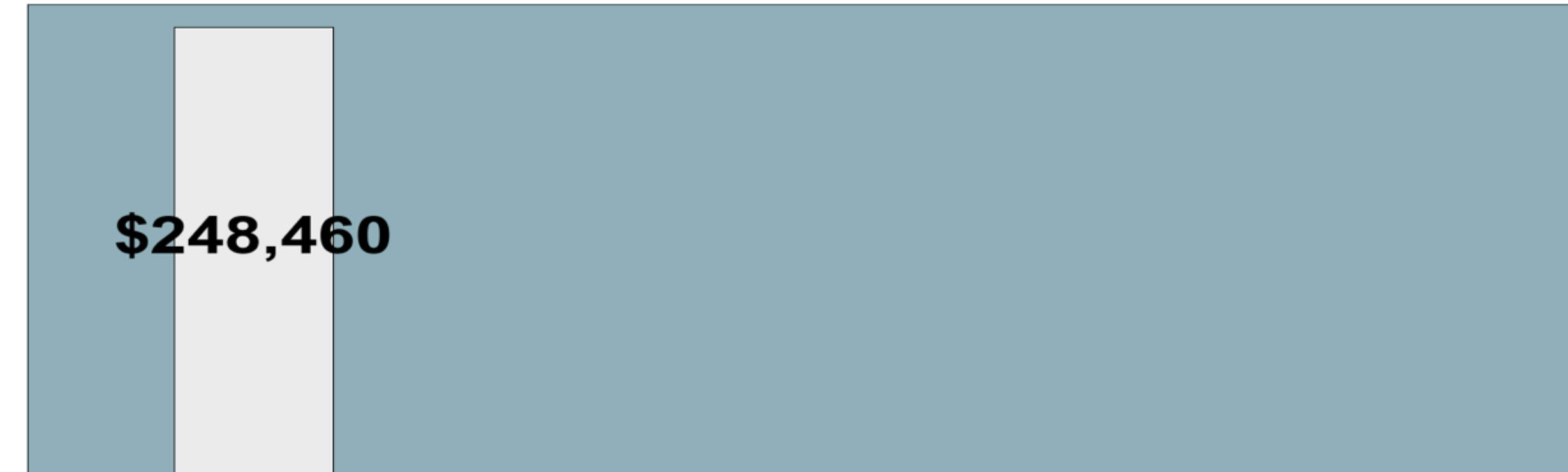
% Change

5.88%

% of All Expenses

7.57%

Breakdown of Contractors for October 2017 Top Three



Contractors

Contractors over time

