

# 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

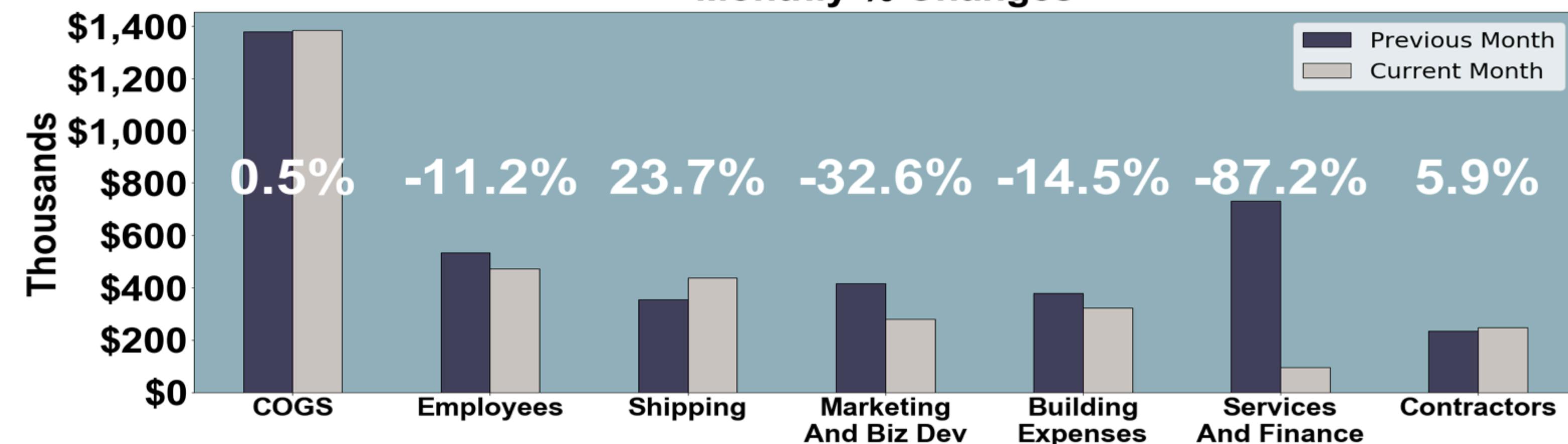
% of YTD Income

\$35,440,326

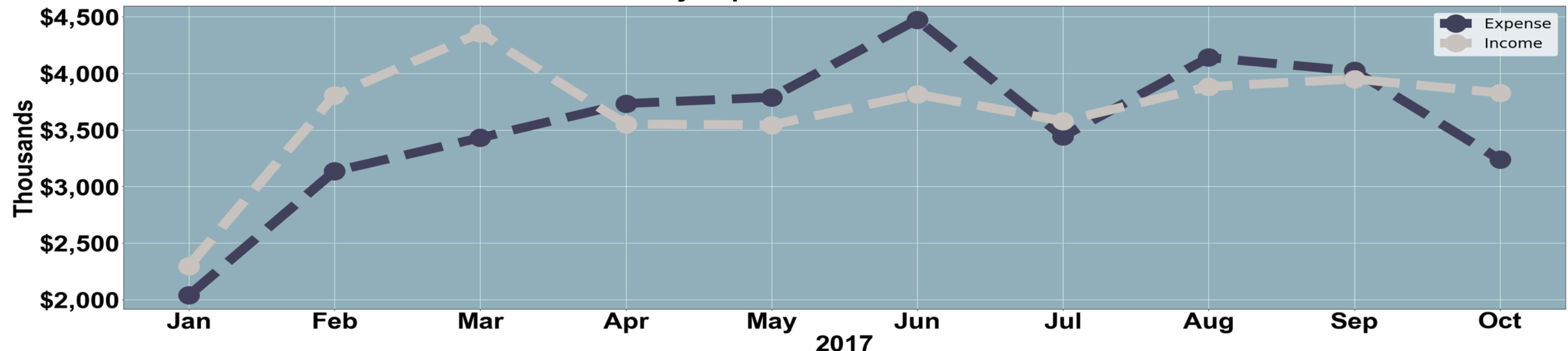
\$36,606,444

96.81%

## Monthly % Changes



## Monthly Expense and Income Over Time



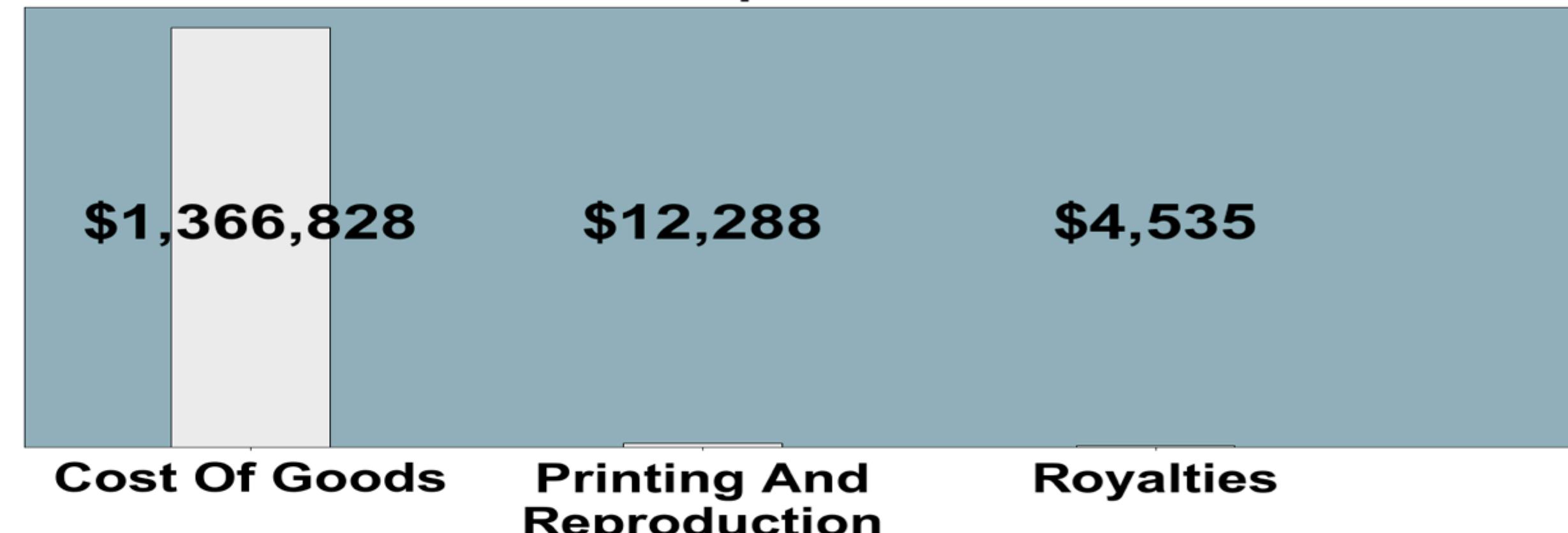


# COGS

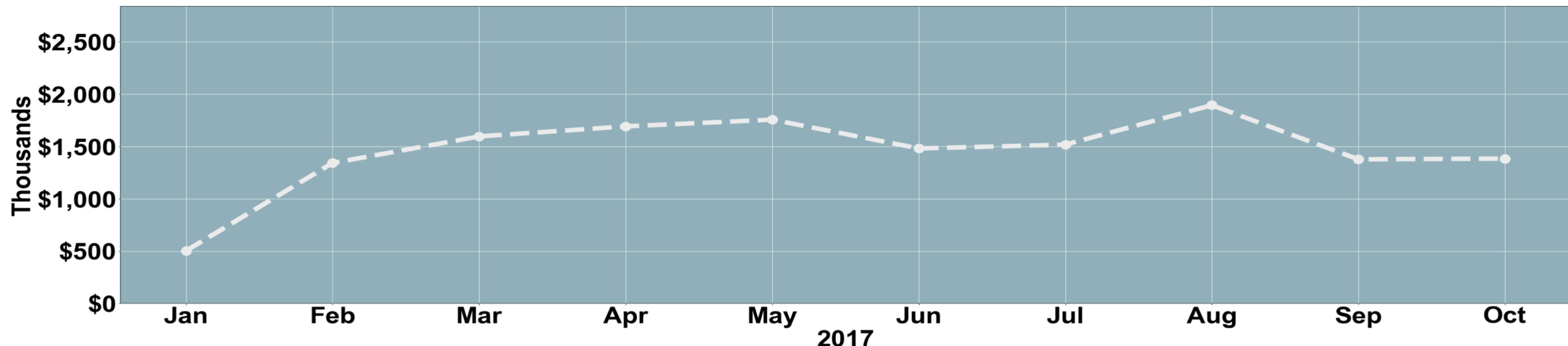
## Metrics for October 2017

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

## Breakdown of COGS for October 2017 Top Three



## COGS over time



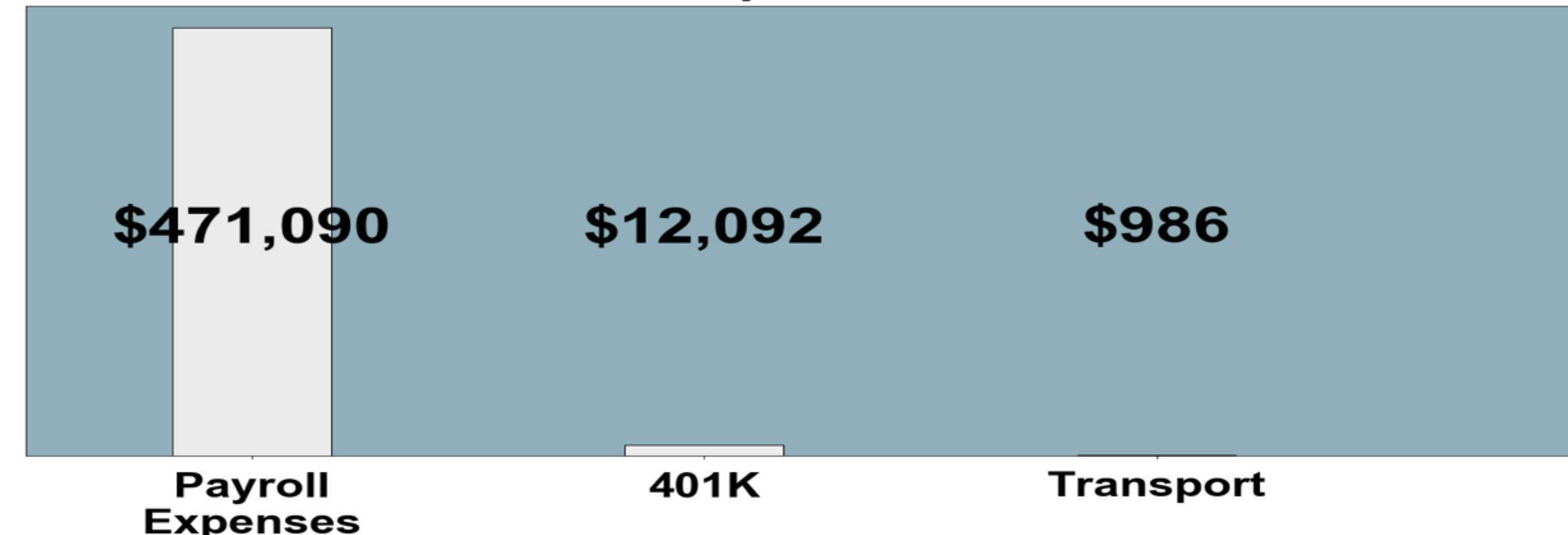


# Employees

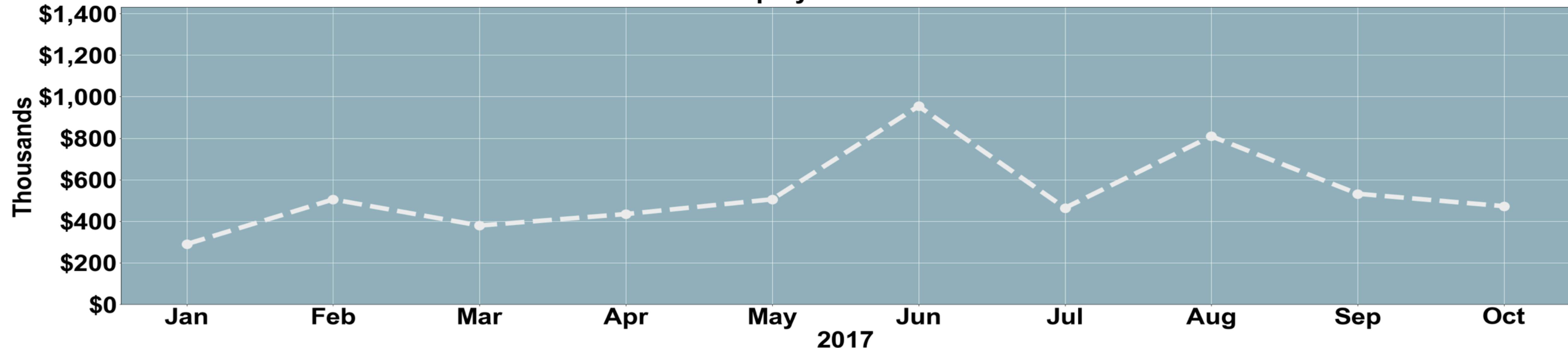
## Metrics for October 2017

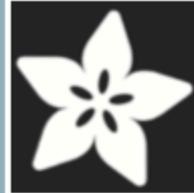
Total Expense	% Change	% of All Expenses
\$472,468	-11.24%	14.39%

## Breakdown of Employees for October 2017 Top Three



## Employees over time



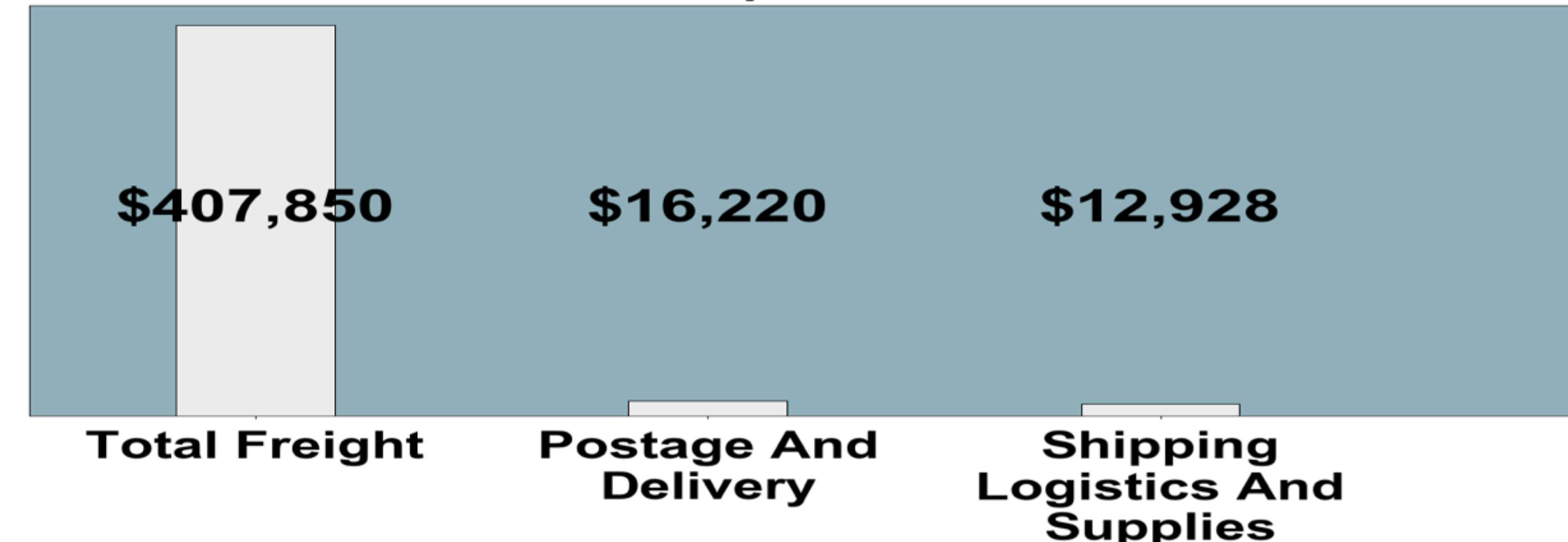


# Shipping

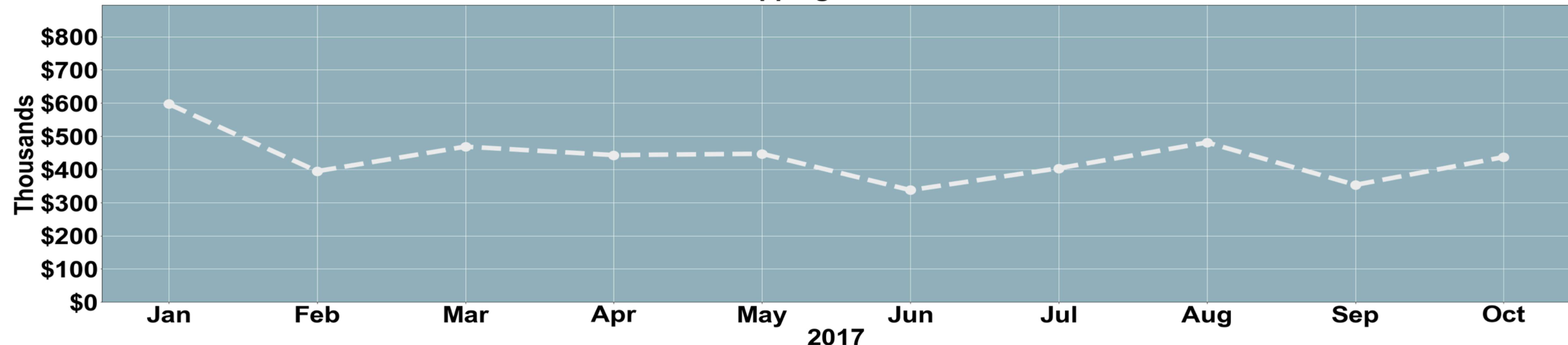
## Metrics for October 2017

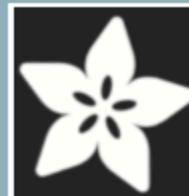
Total Expense	% Change	% of All Expenses
\$436,999	23.72%	13.31%

## Breakdown of Shipping for October 2017 Top Three



## Shipping over time





# Marketing And Biz Dev

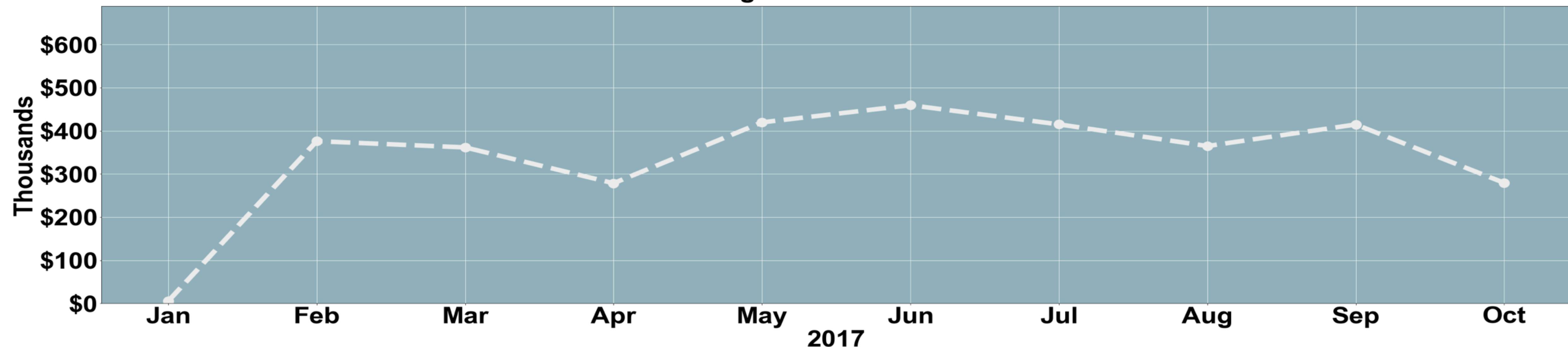
## Metrics for October 2017

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

## Breakdown of Marketing And Biz Dev for October 2017 Top Three

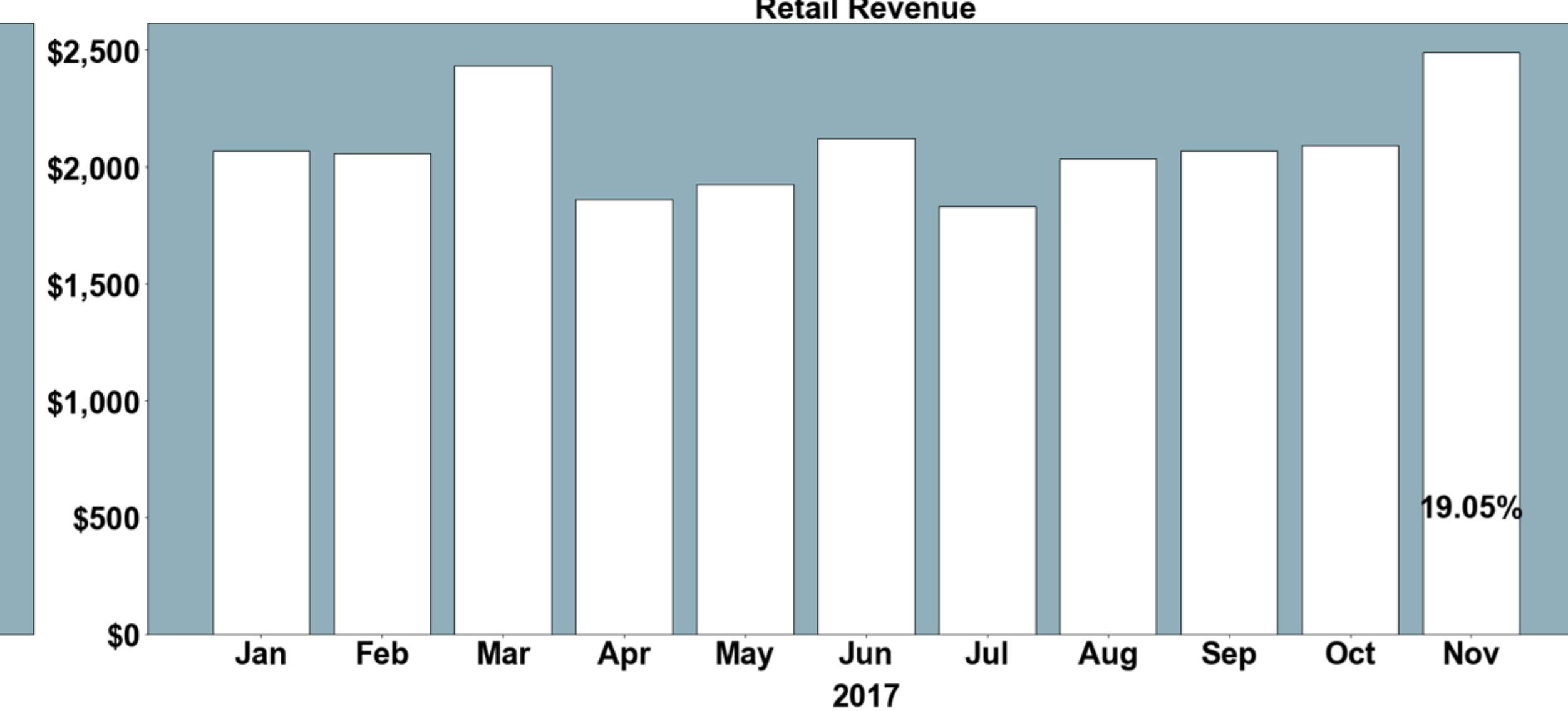
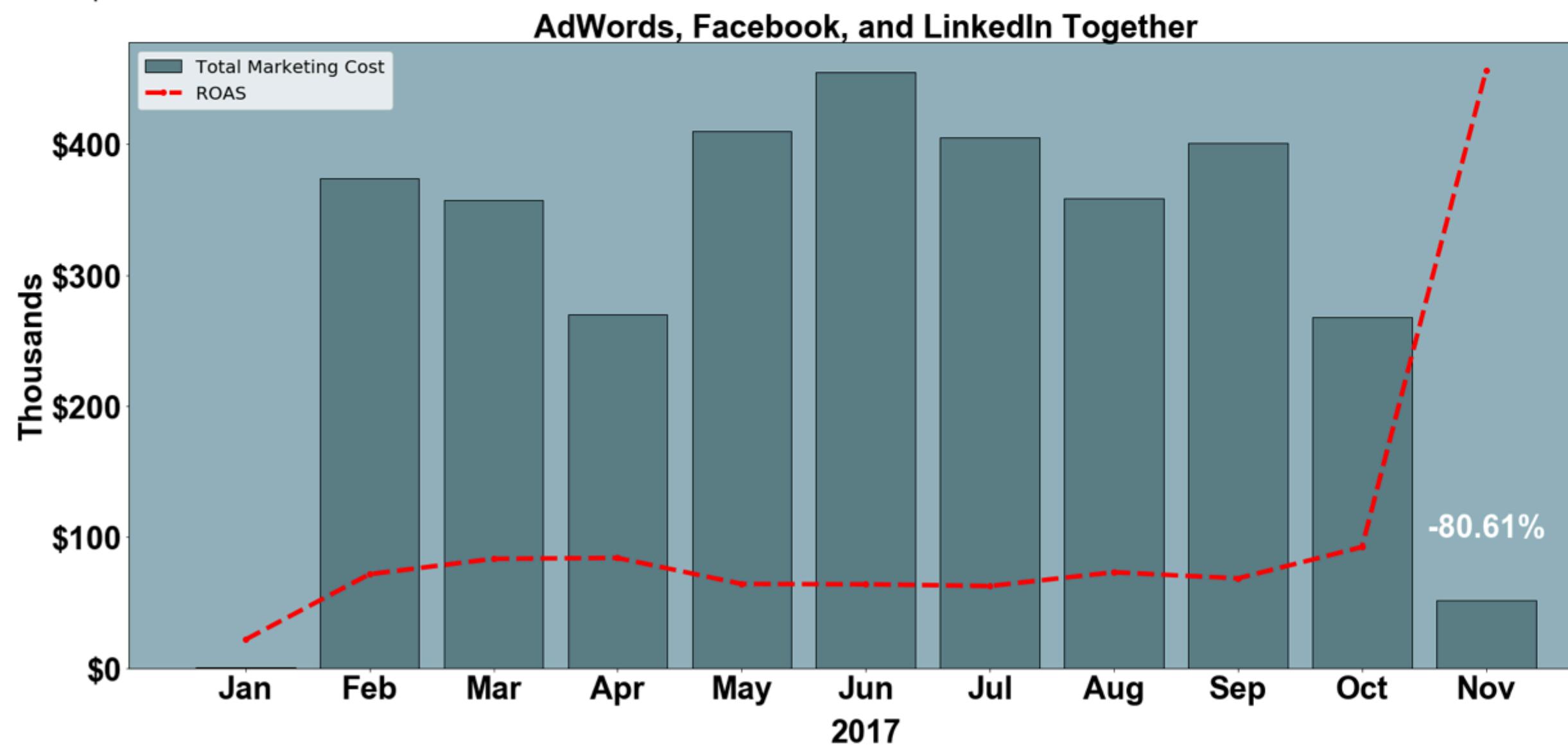
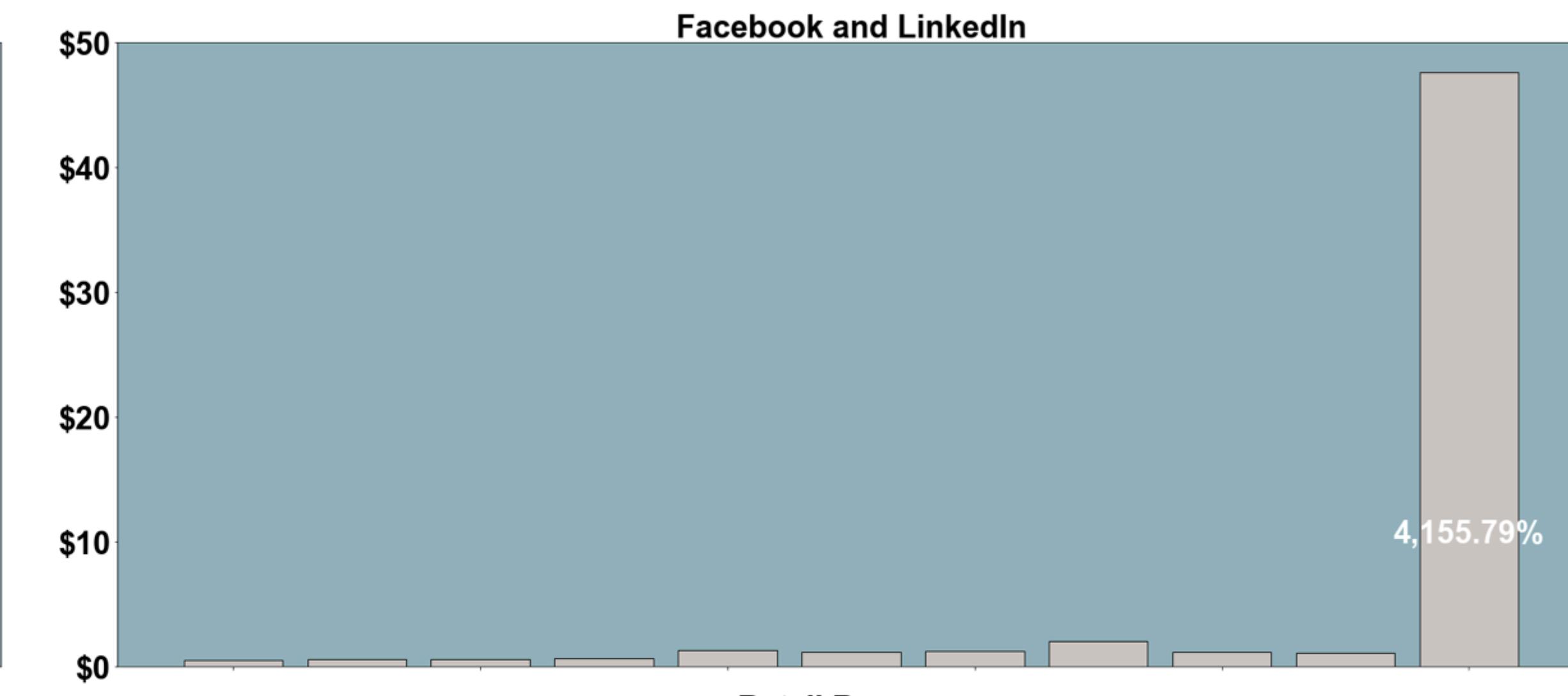
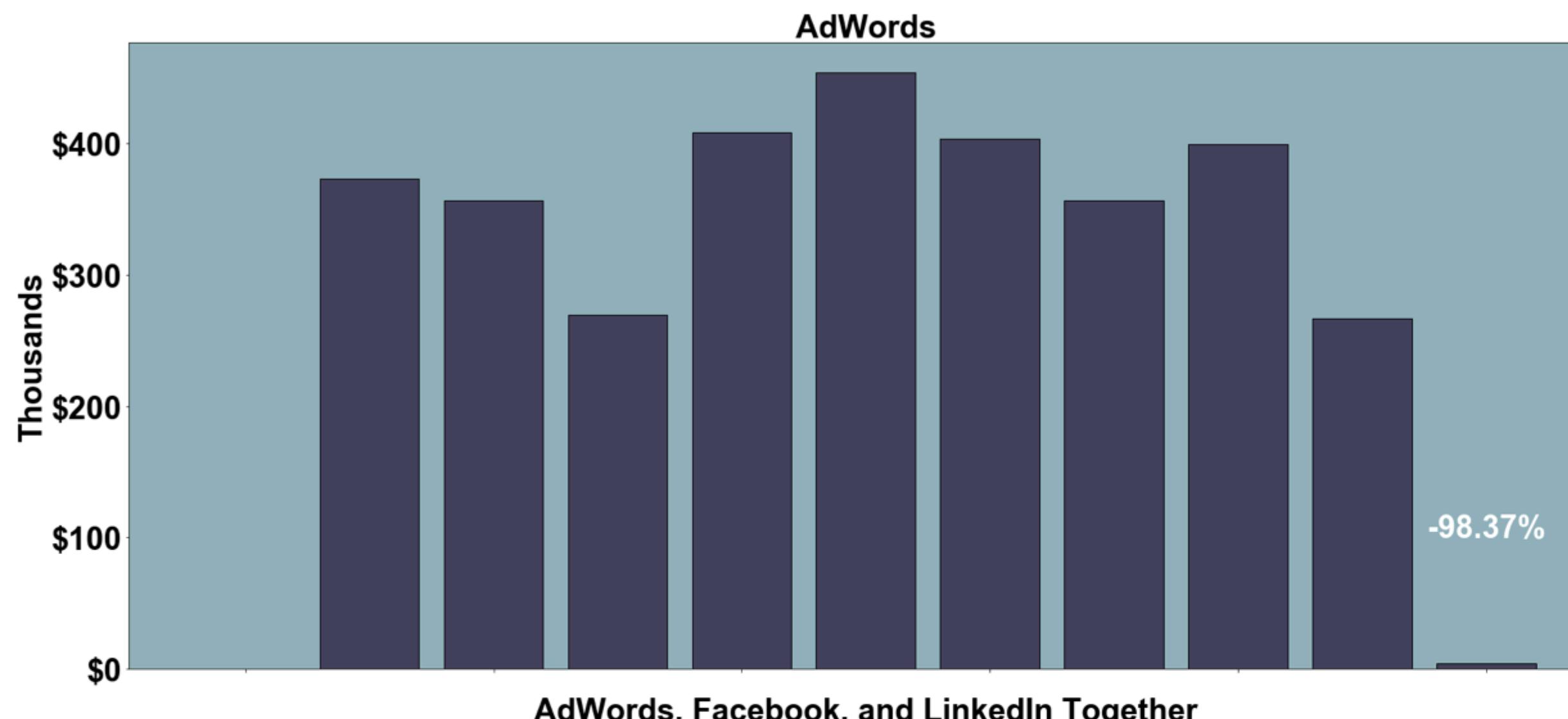


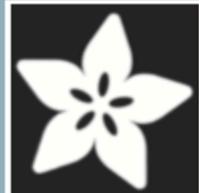
## Marketing And Biz Dev over time





# Marketing and Biz Dev for Nov 2017



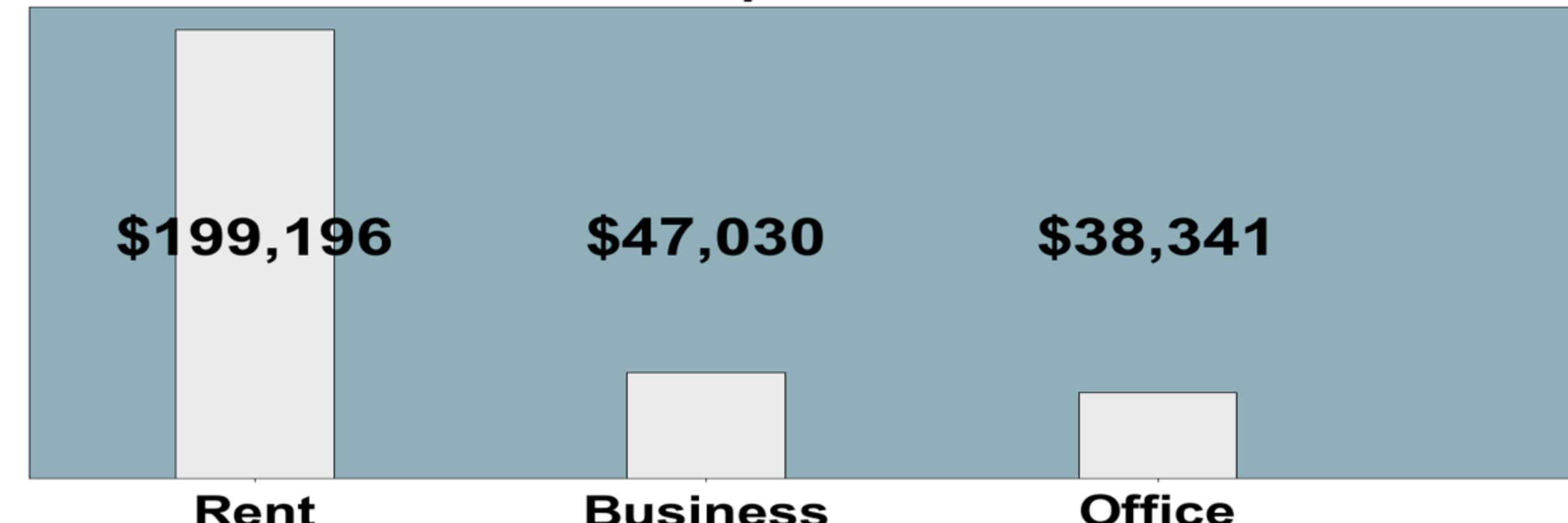


# Building Expenses

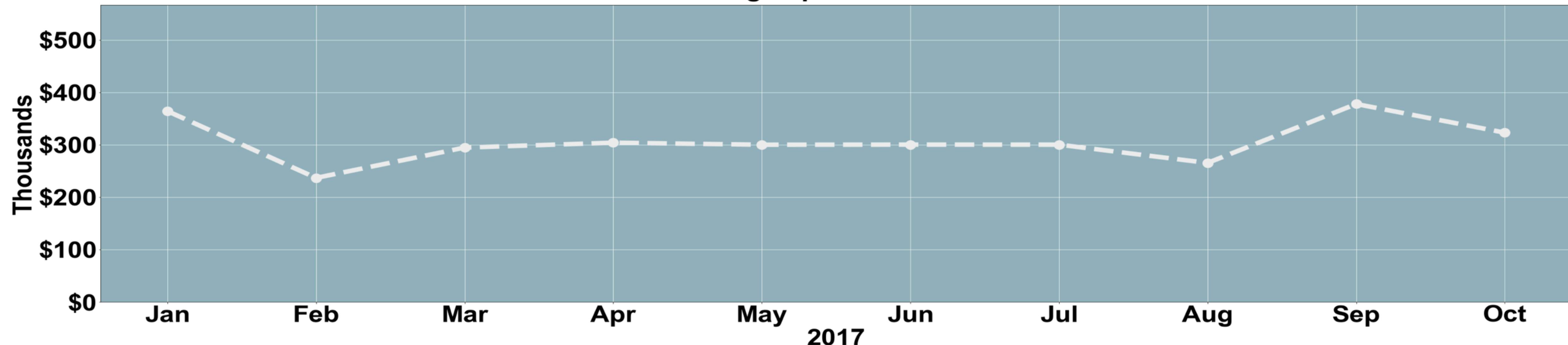
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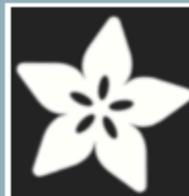
Total Expense	% Change	% of All Expenses
\$323,260	-14.46%	9.85%

## Breakdown of Building Expenses for October 2017 Top Three



## Building Expenses over time



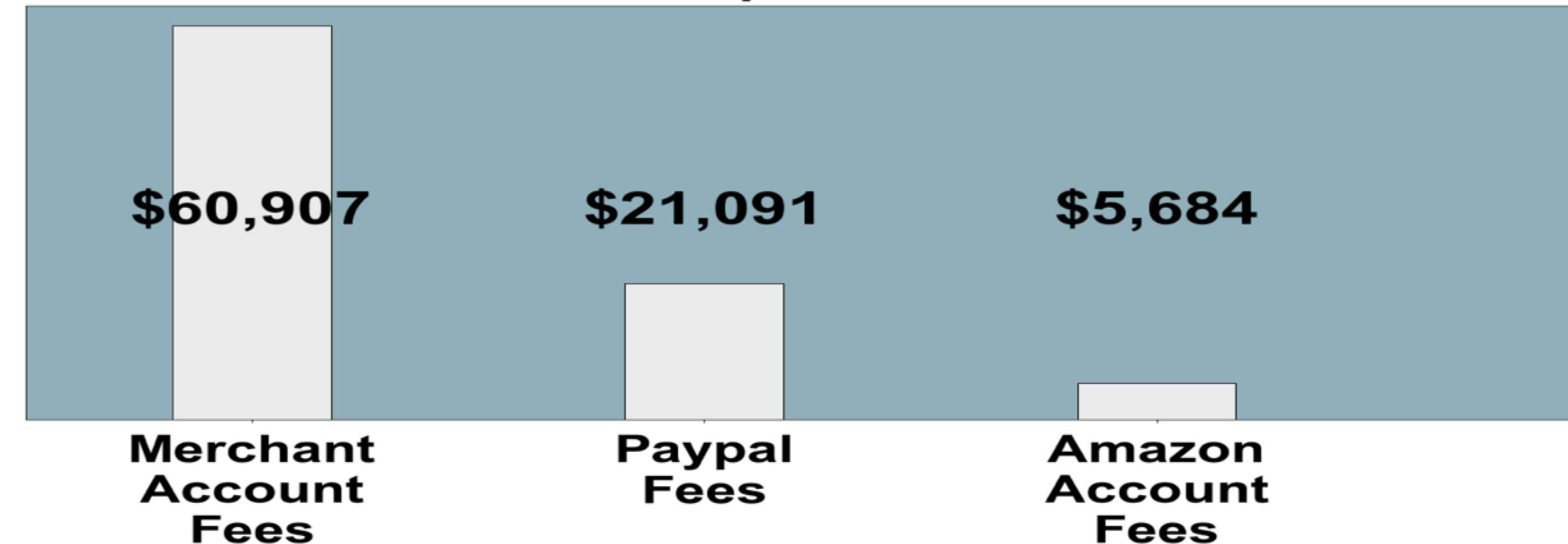


# Services And Finance

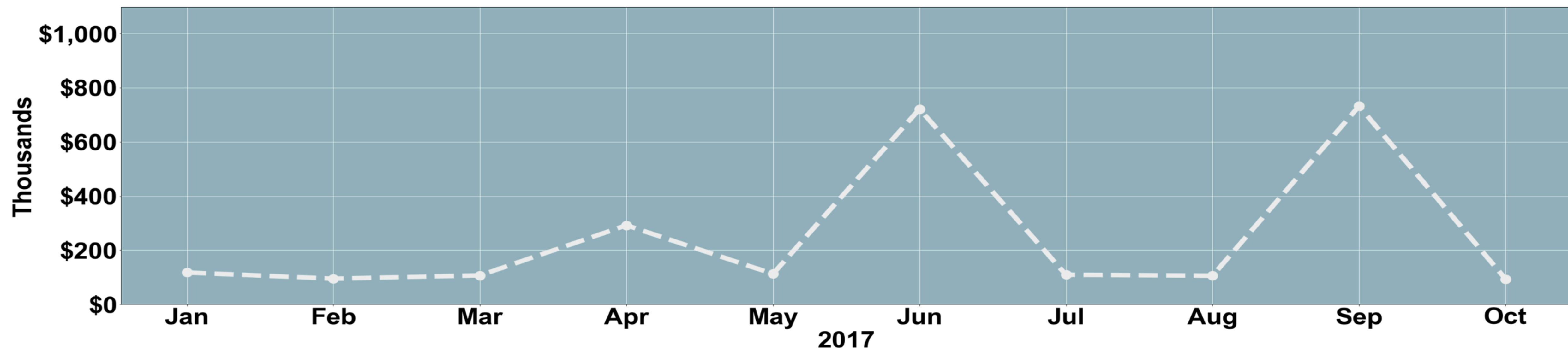
## Metrics for October 2017

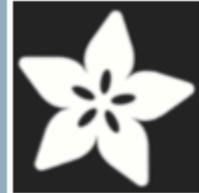
Total Expense	% Change	% of All Expenses
\$93,863	-87.18%	2.86%

## Breakdown of Services And Finance for October 2017 Top Three



## Services And Finance over time





# Contractors

## Metrics for October 2017

Total Expense

**\$248,460**

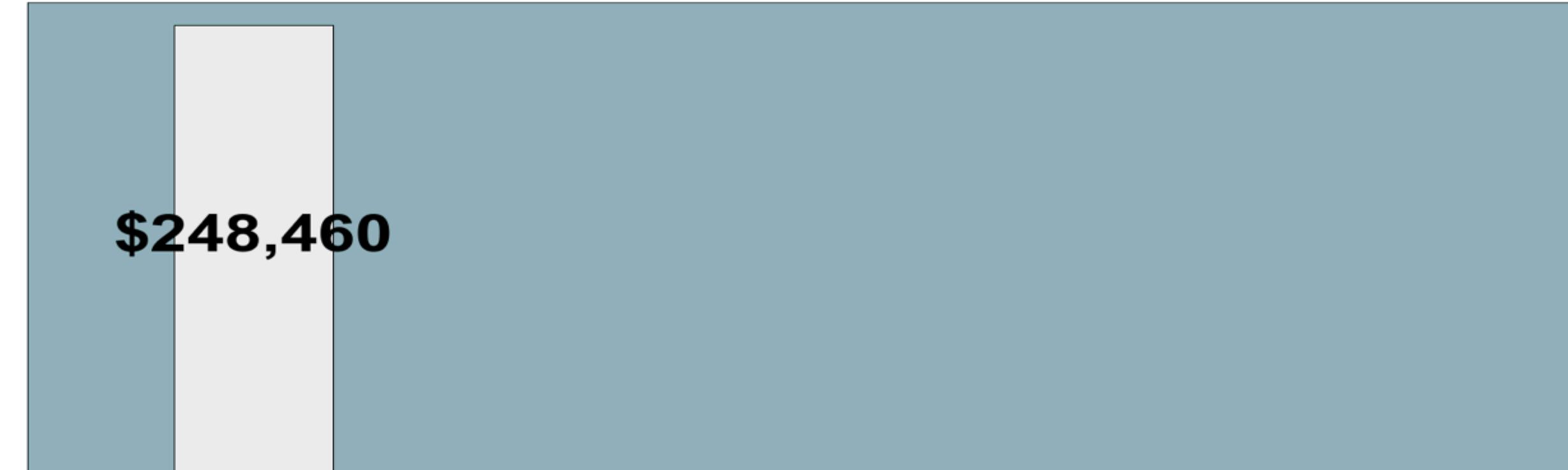
% Change

**5.88%**

% of All Expenses

**7.57%**

## Breakdown of Contractors for October 2017 Top Three



**Contractors**

**Contractors over time**

