



October 2017

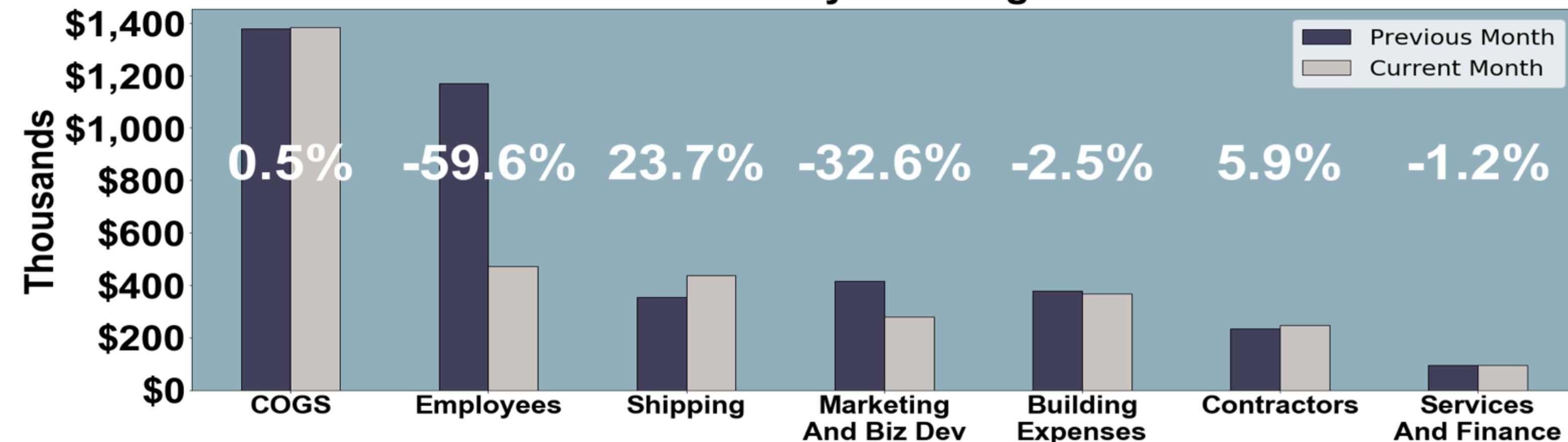
Metrics for October 2017

Monthly Expense	Monthly Income	% of Monthly Income
\$3,283,435	\$3,824,079	85.86%

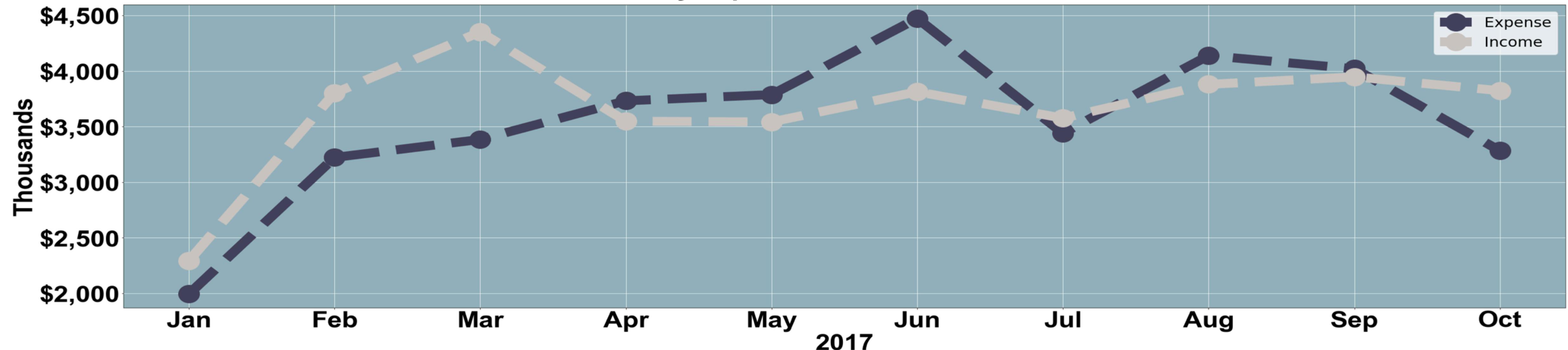
Metrics for YTD

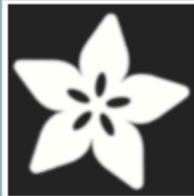
YTD Expense	YTD Income	% of YTD Income
\$35,485,676	\$36,585,177	96.99%

Monthly % Changes



Monthly Expense and Income Over Time





COGS

Metrics for October 2017

Total Expense

\$1,383,651

% Change

0.48%

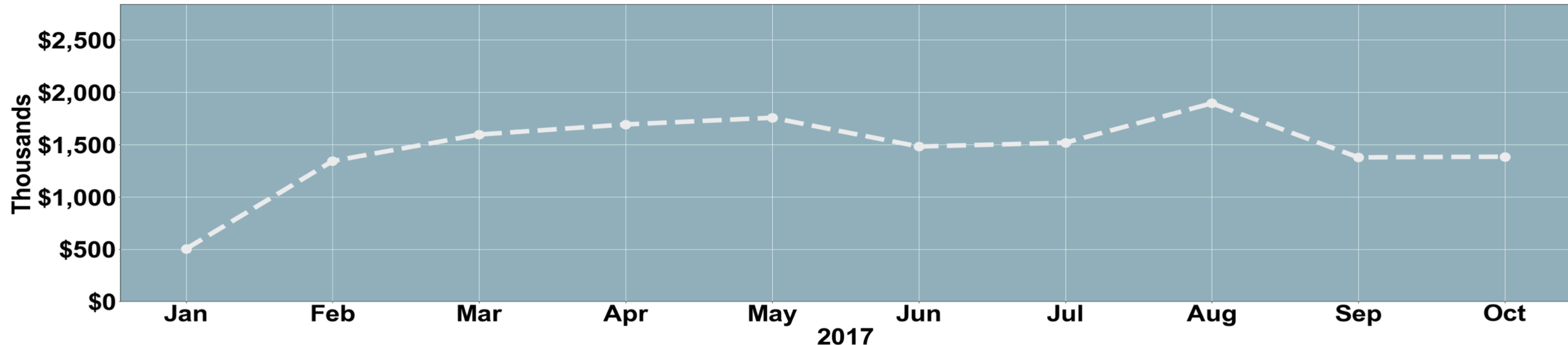
% of All Expenses

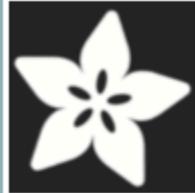
42.14%

Breakdown of COGS for October 2017



COGS over time





Employees

Metrics for October 2017

Total Expense

% Change

% of All Expenses

\$472,468

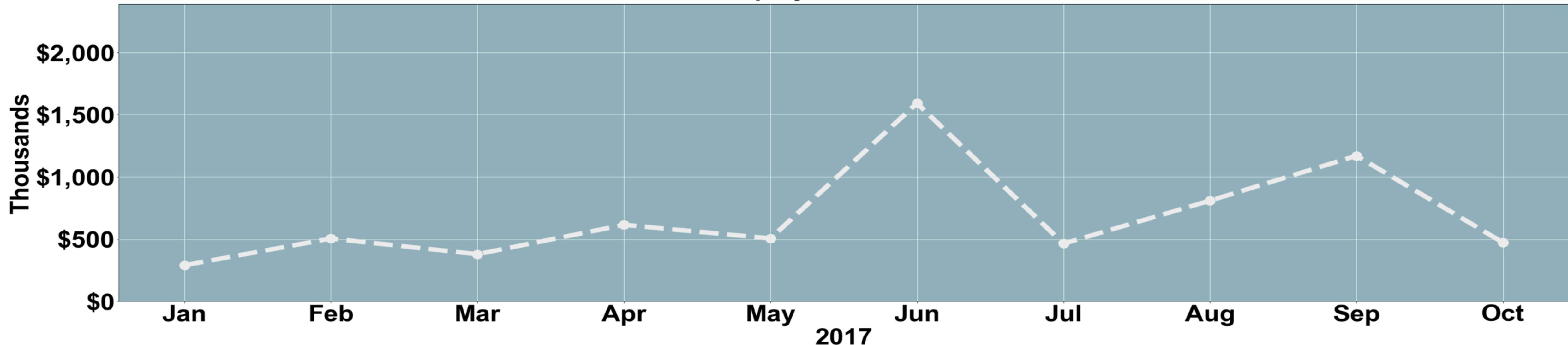
-59.59%

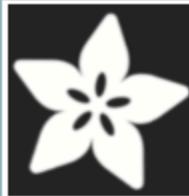
14.39%

Breakdown of Employees for October 2017



Employees over time





Shipping

Metrics for October 2017

Total Expense

% Change

% of All Expenses

\$436,999

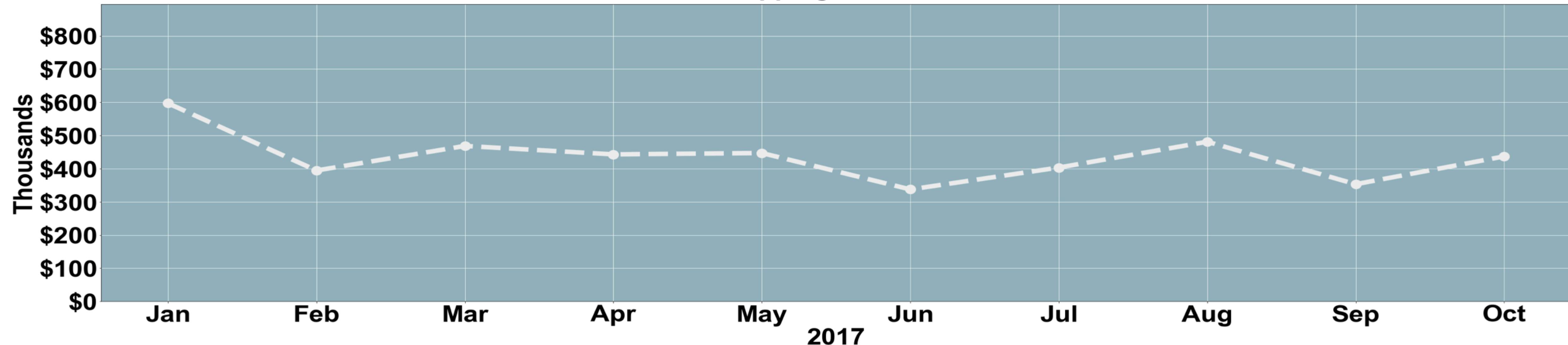
23.72%

13.31%

Breakdown of Shipping for October 2017



Shipping over time





Marketing And Biz Dev

Metrics for October 2017

Total Expense

\$279,383

% Change

-32.62%

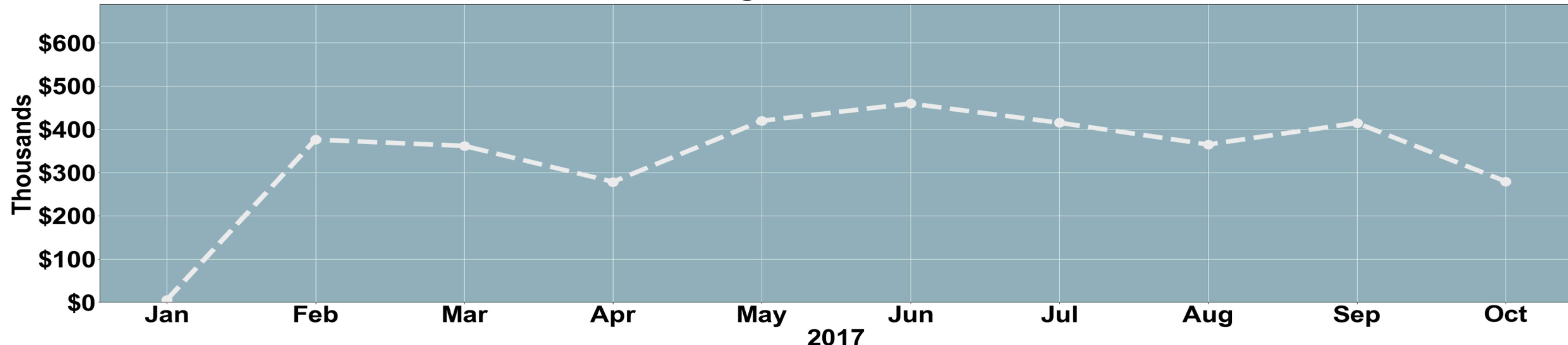
% of All Expenses

8.51%

Breakdown of Marketing And Biz Dev for October 2017



Marketing And Biz Dev over time





Building Expenses

Metrics for October 2017

Total Expense

\$368,610

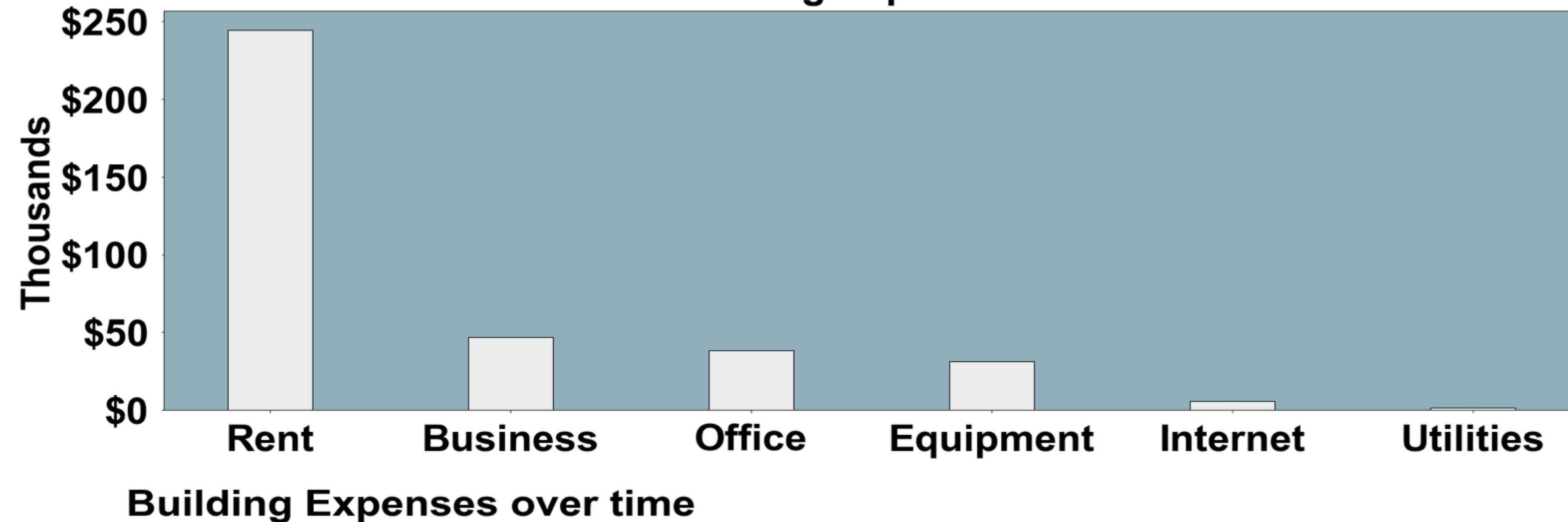
% Change

-2.46%

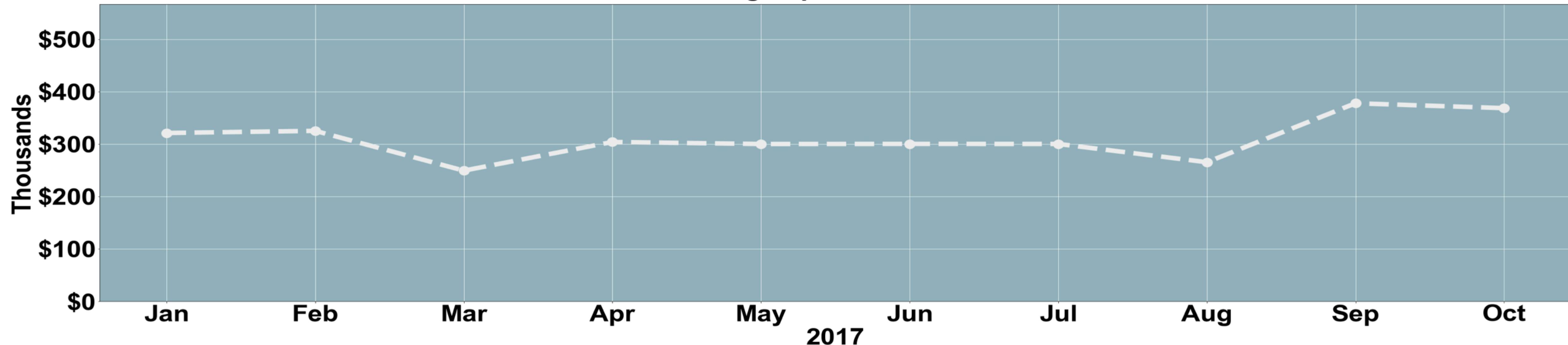
% of All Expenses

11.23%

Breakdown of Building Expenses for October 2017



Building Expenses over time





Contractors

Metrics for October 2017

Total Expense

% Change

% of All Expenses

\$248,460

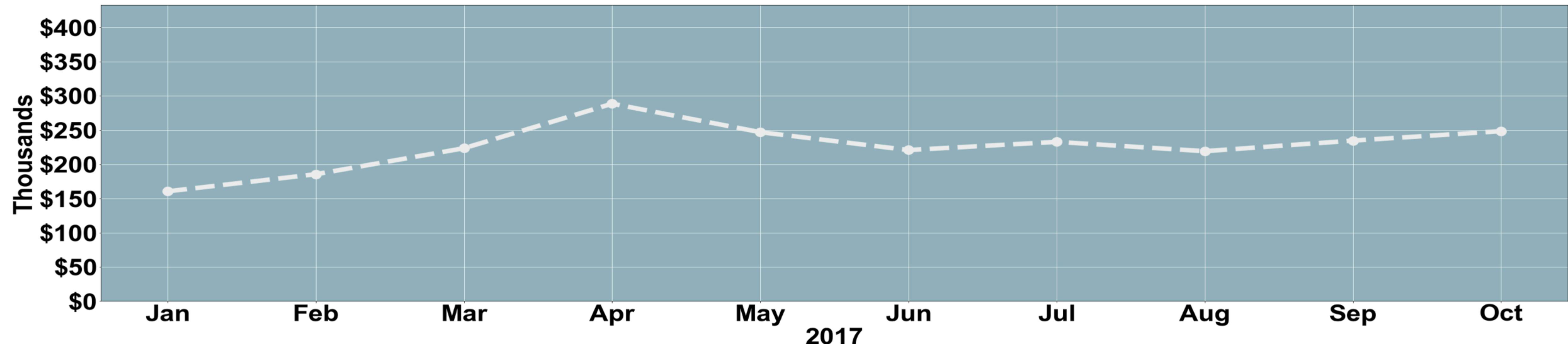
5.88%

7.57%

Breakdown of Contractors for October 2017



Contractors over time





Services And Finance

Metrics for October 2017

Total Expense

% Change

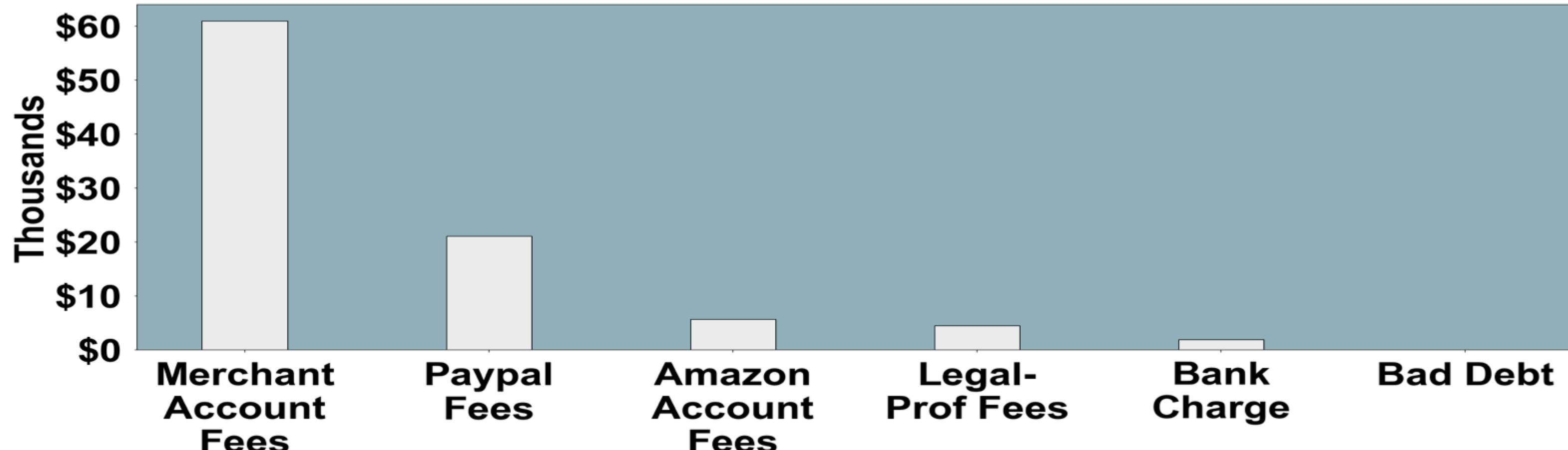
% of All Expenses

\$93,863

-1.23%

2.86%

Breakdown of Services And Finance for October 2017



Services And Finance over time

