

| Executive Report | | | | | | | | |
|------------------|-------------|------------|------------|------------|------------|------------------|------------------|------------------|
| Category | Subcategory | 2018_Sales | 2019_Sales | 2020_Sales | 2021_Sales | change2019vs2018 | change2020vs2019 | change2021vs2020 |
| Furniture | Bookcases | \$20,037 | \$38,544 | \$26,275 | \$30,024 | 92.37% | -31.83% | 14.27% |
| Furniture | Chairs | \$76,960 | \$71,735 | \$83,919 | \$95,554 | -6.79% | 16.99% | 13.87% |
| Furniture | Furnishings | \$13,113 | \$18,981 | \$24,938 | \$25,434 | 44.75% | 31.38% | 1.99% |
| Furniture | Tables | \$46,088 | \$39,150 | \$60,833 | \$60,894 | -15.05% | 55.38% | 0.10% |
| subtotal | | \$156,198 | \$168,410 | \$195,965 | \$211,906 | 7.82% | 16.36% | 8.13% |
| Office Supplies | Appliances | \$15,314 | \$23,241 | \$26,050 | \$42,927 | 51.77% | 12.09% | 64.78% |
| Office Supplies | Art | \$6,058 | \$6,237 | \$5,961 | \$8,863 | 2.95% | -4.42% | 48.69% |
| Office Supplies | Binders | \$42,867 | \$36,603 | \$48,835 | \$71,511 | -14.61% | 33.42% | 46.43% |
| Office Supplies | Envelopes | \$3,585 | \$4,390 | \$4,169 | \$3,196 | 22.46% | -5.05% | -23.34% |
| Office Supplies | Fasteners | \$659 | \$537 | \$960 | \$853 | -18.62% | 78.95% | -11.20% |
| Office Supplies | Labels | \$2,841 | \$2,956 | \$2,827 | \$3,861 | 4.05% | -4.37% | 36.57% |
| Office Supplies | Paper | \$14,363 | \$14,866 | \$19,216 | \$26,816 | 3.50% | 29.26% | 39.55% |
| Office Supplies | Storage | \$50,047 | \$42,627 | \$56,520 | \$67,065 | -14.83% | 32.59% | 18.66% |
| Office Supplies | Supplies | \$14,344 | \$1,700 | \$14,060 | \$15,848 | -88.15% | 727.05% | 12.72% |
| subtotal | | \$150,078 | \$133,157 | \$178,598 | \$240,940 | -11.27% | 34.13% | 34.91% |
| Technology | Accessories | \$25,014 | \$40,524 | \$41,604 | \$59,844 | 62% | 2.66% | 43.84% |
| Technology | Copiers | \$10,850 | \$26,179 | \$49,599 | \$62,899 | 141.29% | 89.46% | 26.81% |
| Technology | Machines | \$62,023 | \$27,764 | \$55,907 | \$43,545 | -55.24% | 101.37% | -22.11% |
| Technology | Phones | \$77,319 | \$68,302 | \$78,918 | \$105,215 | -11.66% | 15.54% | 33.32% |
| subtotal | | \$175,206 | \$162,769 | \$226,028 | \$271,503 | -7.10% | 38.86% | 20.12% |
| Total | | \$481,482 | \$464,336 | \$600,591 | \$724,349 | -3.56% | 29.34% | 20.61% |