



TIME VARIANCE AUTHORITY

Monthly Financial Report

OCTOBER 2022



Entity One

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Entity Two

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Entity Three

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Corporate

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MONTHLY FINANCIAL REPORT: Oct 2022



Consolidated Operating Results

Consolidated P&L Overview	Month							Year-to-Date						
	MTD	PY MTD	Change	Percent	MTD Budget	Change	Percent	YTD	PY YTD	Change	Percent	YTD Budget	Change	Percent
Revenues	2,001,697	1,630,464	371,233	22.8%	1,798,909	202,787	11.3%	21,537,350	18,030,388	3,506,962	19.5%	19,720,522	1,816,828	9.2%
Cost of Goods	1,046,707	543,651	503,056	92.5%	660,883	385,823	58.4%	9,426,143	7,107,006	2,319,137	32.6%	7,271,412	2,154,731	29.6%
Gross Profit	954,990	1,086,813	(131,823)	-12.1%	1,138,026	(183,036.1)	-16.1%	12,111,207	10,923,382	1,187,825	10.9%	12,449,110	(337,903)	-2.7%
Gross Margin %	0.48	0.67	(0)	-28.4%	0.63	(0.2)	-23.8%	0.56	0.61	(0)	-8.2%	0.63	(0)	-11.1%
Operating Expenses	947,327	635,503	311,824	49.1%	713,608	233,719	32.8%	8,355,013	10,449,648	(2,094,635)	-20.0%	7,267,943	1,087,070	15.0%

Consolidated P&L Overview	TTM						
	TTM	TTM PY	Change	Percent	TTM Budget	Change	Percent
Revenues	24,687,977	18,030,388	6,657,589	36.9%	22,871,149	1,816,828	7.9%
Cost of Goods	10,563,002	7,107,006	3,455,996	48.6%	8,408,271	2,154,731	25.6%
Gross Profit	14,124,975	10,923,382	3,201,593	29.3%	14,462,878	(337,903)	-2.3%
Gross Margin %	0.57	0.61	(0)	-6.6%	0.63	(0)	-9.5%
Operating Expenses	10,339,656	10,449,648	(109,991)	-1.1%	8,403,631	1,936,026	23.0%

Month Ended October 31, 2022 - Lorem ipsum dolor sit amet, consectetur adipiscing elit, sed do eiusmod tempor incididunt ut labore et dolore magna aliqua. Ut enim ad minim veniam, quis nostrud exercitation Lorem ipsum dolor sit amet, consectetur adipiscing elit, sed do eiusmod tempor incididunt ut labore et dolore magna aliqua. Ut enim ad minim veniam, quis nostrud exercitation

Year-to-Date October 2022 - Lorem ipsum dolor sit amet, consectetur adipiscing elit, sed do eiusmod tempor incididunt ut labore et dolore magna aliqua. Ut enim ad minim veniam, quis nostrud exercitation Lorem ipsum dolor sit amet, consectetur adipiscing elit, sed do eiusmod tempor incididunt ut labore et dolore magna aliqua. Ut enim ad minim veniam, quis nostrud exercitation

TTM October 2022 - Lorem ipsum dolor sit amet, consectetur adipiscing elit, sed do eiusmod tempor incididunt ut labore et dolore magna aliqua. Ut enim ad minim veniam, quis nostrud exercitation Lorem ipsum dolor sit amet, consectetur adipiscing elit, sed do eiusmod tempor incididunt ut labore et dolore magna aliqua. Ut enim ad minim veniam, quis nostrud exercitation

MONTHLY FINANCIAL REPORT: Oct 2022

Consolidated Operating Results: Month



Consolidated P&L Overview	Month						
	MTD	PY MTD	Change	Percent	MTD Budget	Change	Percent
Revenues	2,001,697	1,630,464	371,233	22.8%	1,798,909	202,787	11.3%
Cost of Goods	1,046,707	543,651	503,056	92.5%	660,883	385,823	58.4%
Gross Profit	954,990	1,086,813	(131,823)	-12.1%	1,138,026	(183,036.1)	-16.1%
Gross Margin %	0.48	0.67	(0)	-28.4%	0.63	(0.2)	-23.8%
Operating Expenses	947,327	635,503	311,824	49.1%	713,608	233,719	32.8%

Corporate P&L Overview	MTD	PY MTD	Change	Percent	MTD Budget	Change	Percent
Corporate G&A							
Operating Expenses	95,546		95,546	0.0%	77,436	18,110	23.4%

VARIANT

Entity One P&L Overview	MTD	PY MTD	Change	Percent	MTD Budget	Change	Percent
Entity One							
Revenues	623,231	499,791	123,440	24.7%	550,081	73,150	13.3%
Cost of Goods	288,319	145,768	142,551	97.8%	220,174	68,145	31.0%
Gross Profit	334,913	354,023	(19,110)	-5.4%	329,908	5,005	1.5%
Gross Margin %	0.54	0.71	(0)	-23.9%	0.60	(0.1)	-10.0%
Operating Expenses	198,967	192,049	6,918	3.6%	181,386	17,582	9.7%



Entity Two P&L Overview	MTD	PY MTD	Change	Percent	MTD Budget	Change	Percent
Entity Two							
Revenues	514,085	367,900	146,185	39.7%	386,295	127,790	33.1%
Cost of Goods	456,832	122,785	334,047	272.1%	144,860	311,972	215.4%
Gross Profit	57,253	245,115	(187,862)	-76.6%	241,434	(184,181.5)	-76.3%
Gross Margin %	0.11	0.67	(1)	-83.6%	0.63	(0.5)	-82.5%
Operating Expenses	352,585	233,071	119,513	51.3%	183,572	169,013	92.1%



Entity Three P&L Overview	MTD	PY MTD	Change	Percent	MTD Budget	Change	Percent
Entity Three							
Revenues	847,428	762,773	84,654	11.1%	862,533	(15,105.8)	-1.8%
Cost of Goods	304,704	275,098	29,606	10.8%	295,849	8,855	3.0%
Gross Profit	542,723	487,675	55,048	11.3%	566,684	(23,961.1)	-4.2%
Gross Margin %	0.64	0.64	-	0.0%	0.66	(0.0)	-3.0%
Operating Expenses	280,128	210,382	69,746	33.2%	271,215	8,913	3.3%

MONTHLY FINANCIAL REPORT: Oct 2022

Consolidated Operating Results: Year-to-Date



Year-to-Date							
Consolidated P&L Overview	YTD	PY YTD	Change	Percent	YTD Budget	Change	Percent
Revenues	21,537,350	18,030,388	3,506,962	19.5%	19,720,522	1,816,828	9.2%
Cost of Goods	9,426,143	7,107,006	2,319,137	32.6%	7,271,412	2,154,731	29.6%
Gross Profit	12,111,207	10,923,382	1,187,825	10.9%	12,449,110	(337,903)	-2.7%
Gross Margin %	0.56	0.61	(0)	-8.2%	0.63	(0)	-11.1%
Operating Expenses	8,355,013	10,449,648	(2,094,635)	-20.0%	7,267,943	1,087,070	15.0%

Corporate P&L Overview	YTD	PY YTD	Change	Percent	YTD Budget	Change	Percent
Corporate G&A							
Operating Expenses	408,676		408,676	0.0%	77,436	331,241	427.8%

VARIANT

Entity One P&L Overview	YTD	PY YTD	Change	Percent	YTD Budget	Change	Percent
Entity One							
Revenues	5,815,291	4,945,227	870,064	17.6%	5,365,412	449,879	8.4%
Cost of Goods	2,491,161	1,962,200	528,961	27.0%	2,164,023	327,138	15.1%
Gross Profit	3,324,130	2,983,027	341,103	11.4%	3,201,389	122,741	3.8%
Gross Margin %	0.57	0.60	(0)	-5.0%	0.60	(0)	-5.0%
Operating Expenses	1,968,658	2,983,027	(1,014,369)	-34.0%	1,752,728	215,931	12.3%



Entity Two P&L Overview	YTD	PY YTD	Change	Percent	YTD Budget	Change	Percent
Entity Two							
Revenues	6,840,149	5,463,880	1,376,270	25.2%	5,737,074	1,103,076	19.2%
Cost of Goods	3,483,712	2,389,811	1,093,901	45.8%	2,151,403	1,332,310	61.9%
Gross Profit	3,356,437	3,074,068	282,369	9.2%	3,585,671	(229,234)	-6.4%
Gross Margin %	0.49	0.56	(0)	-12.5%	0.63	(0)	-22.2%
Operating Expenses	3,201,300	3,166,657	34,643	1.1%	2,726,329	474,970	17.4%



Entity Three P&L Overview	YTD	PY YTD	Change	Percent	YTD Budget	Change	Percent
Entity Three							
Revenues	8,608,315	7,621,282	987,033	13.0%	8,618,036	(9,722)	-0.1%
Cost of Goods	3,301,177	2,754,995	546,182	19.8%	2,955,986	345,190	11.7%
Gross Profit	5,307,138	4,866,287	440,851	9.1%	5,662,050	(354,912)	-6.3%
Gross Margin %	0.62	0.64	(0)	-3.1%	0.66	(0)	-6.1%
Operating Expenses	2,652,877	4,866,287	(2,213,410)	-45.5%	2,711,451	(58,574)	-2.2%

MONTHLY FINANCIAL REPORT: Oct 2022

Consolidated Operating Results: TTM



TTM							
Consolidated P&L Overview	TTM	TTM PY	Change	Percent	TTM Budget	Change	Percent
Revenues	24,687,977	18,030,388	6,657,589	36.9%	22,871,149	1,816,828	7.9%
Cost of Goods	10,563,002	7,107,006	3,455,996	48.6%	8,408,271	2,154,731	25.6%
Gross Profit	14,124,975	10,923,382	3,201,593	29.3%	14,462,878	(337,903)	-2.3%
Gross Margin %	0.57	0.61	(0)	-6.6%	0.63	(0)	-9.5%
Operating Expenses	10,339,656	10,449,648	(109,991)	-1.1%	8,403,631	1,936,026	23.0%

Corporate P&L Overview	TTM	TTM PY	Change	Percent	TTM Budget	Change	Percent
Corporate G&A							
Operating Expenses	408,676		408,676	0.0%	77,436	331,241	427.8%

VARIANT

Entity One P&L Overview	TTM	TTM PY	Change	Percent	TTM Budget	Change	Percent
Entity One							
Revenues	6,822,124	4,945,227	1,876,897	38.0%	6,372,245	449,879	7.1%
Cost of Goods	2,925,550	1,962,200	963,350	49.1%	2,598,412	327,138	12.6%
Gross Profit	3,896,574	2,983,027	913,547	30.6%	3,773,833	122,741	3.3%
Gross Margin %	0.57	0.60	(0)	-5.0%	0.59	(0)	-3.4%
Operating Expenses	2,541,102	2,983,027	(441,925)	-14.8%	2,050,643	490,460	23.9%



Entity Two P&L Overview	TTM	TTM PY	Change	Percent	TTM Budget	Change	Percent
Entity Two							
Revenues	7,447,443	5,463,880	1,983,564	36.3%	6,344,368	1,103,076	17.4%
Cost of Goods	3,669,892	2,389,811	1,280,081	53.6%	2,337,582	1,332,310	57.0%
Gross Profit	3,777,551	3,074,068	703,483	22.9%	4,006,785	(229,234)	-5.7%
Gross Margin %	0.51	0.56	(0)	-8.9%	0.63	(0)	-19.0%
Operating Expenses	3,867,817	3,166,657	701,160	22.1%	3,135,019	732,798	23.4%



Entity Three P&L Overview	TTM	TTM PY	Change	Percent	TTM Budget	Change	Percent
Entity Three							
Revenues	10,144,815	7,621,282	2,523,533	33.1%	10,154,536	(9,722)	-0.1%
Cost of Goods	3,817,467	2,754,995	1,062,472	38.6%	3,472,276	345,190	9.9%
Gross Profit	6,327,348	4,866,287	1,461,061	30.0%	6,682,260	(354,912)	-5.3%
Gross Margin %	0.62	0.64	(0)	-3.1%	0.66	(0)	-6.1%
Operating Expenses	3,673,087	4,866,287	(1,193,200)	-24.5%	3,140,534	532,553	17.0%

MONTHLY FINANCIAL REPORT: Oct 2022

Entity One Operating Results



Entity One P&L Overview	Month							Year-to-Date						
	MTD	PY MTD	Change	Percent	MTD Budget	Change	Percent	YTD	PY YTD	Change	Percent	YTD Budget	Change	Percent
Entity One														
Revenues	623,231	499,791	123,440	24.7%	550,081	73,150	13.3%	5,815,291	4,945,227	870,064	17.6%	5,365,412	449,879	8.4%
Cost of Goods	288,319	145,768	142,551	97.8%	220,174	68,145	31.0%	2,491,161	1,962,200	528,961	27.0%	2,164,023	327,138	15.1%
Gross Profit	334,913	354,023	(19,110)	-5.4%	329,908	5,005	1.5%	3,324,130	2,983,027	341,103	11.4%	3,201,389	122,741	3.8%
Gross Margin %	0.54	0.71	(0)	-23.9%	0.60	(0.1)	-10.0%	0.57	0.60	(0)	-5.0%	0.60	(0)	-5.0%
Operating Expenses	198,967	192,049	6,918	3.6%	181,386	17,582	9.7%	1,968,658	2,983,027	(1,014,369)	-34.0%	1,752,728	215,931	12.3%

Month Ended October 31, 2022

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Year-to-Date October 2022

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Entity One Gross Margin Bridge

Budgeted Gross Margin	70.8%
Variances to budget:	
Avg ticket price	9.4%
Materials	-12.0%
Labor	-12.3%
Other (fuel, etc.)	-2.1%
Reported Gross Margin	53.7%

Bridges Commentary:

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MONTHLY FINANCIAL REPORT: Oct 2022

Entity Two Operating Results



Entity Two P&L Overview	Month							Year-to-Date						
	MTD	PY MTD	Change	Percent	MTD Budget	Change	Percent	YTD	PY YTD	Change	Percent	YTD Budget	Change	Percent
Entity Two														
Revenues	514,085	367,900	146,185	39.7%	386,295	127,790	33.1%	6,840,149	5,463,880	1,376,270	25.2%	5,737,074	1,103,076	19.2%
Cost of Goods	456,832	122,785	334,047	272.1%	144,860	311,972	215.4%	3,483,712	2,389,811	1,093,901	45.8%	2,151,403	1,332,310	61.9%
Gross Profit	57,253	245,115	(187,862)	-76.6%	241,434	(184,181.5)	-76.3%	3,356,437	3,074,068	282,369	9.2%	3,585,671	(229,234)	-6.4%
Gross Margin %	0.11	0.67	(1)	-83.6%	0.63	(0.5)	-82.5%	0.49	0.56	(0)	-12.5%	0.63	(0)	-22.2%
Operating Expenses	352,585	233,071	119,513	51.3%	183,572	169,013	92.1%	3,201,300	3,166,657	34,643	1.1%	2,726,329	474,970	17.4%

Month Ended October 31, 2022

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Year-to-Date October 2022

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Entity Two Gross Margin Bridge

Budgeted Gross Margin	66.6%
Variances to budget:	
Avg ticket price	0.1%
Materials	13.1%
Labor	-69.3%
Other (fuel, etc.)	0.6%
Reported Gross Margin	11.1%

Bridge Commentary:

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MONTHLY FINANCIAL REPORT: Oct 2022

Entity Three Operating Results



Entity Three P&L Overview	Month							Year-to-Date						
	MTD	PY MTD	Change	Percent	MTD Budget	Change	Percent	YTD	PY YTD	Change	Percent	YTD Budget	Change	Percent
Entity Three														
Revenues	847,428	762,773	84,654	11.1%	862,533	(15,105.8)	-1.8%	8,608,315	7,621,282	987,033	13.0%	8,618,036	(9,722)	-0.1%
Cost of Goods	304,704	275,098	29,606	10.8%	295,849	8,855	3.0%	3,301,177	2,754,995	546,182	19.8%	2,955,986	345,190	11.7%
Gross Profit	542,723	487,675	55,048	11.3%	566,684	(23,961.1)	-4.2%	5,307,138	4,866,287	440,851	9.1%	5,662,050	(354,912)	-6.3%
Gross Margin %	0.64	0.64	-	0.0%	0.66	(0.0)	-3.0%	0.62	0.64	(0)	-3.1%	0.66	(0)	-6.1%
Operating Expenses	280,128	210,382	69,746	33.2%	271,215	8,913	3.3%	2,652,877	4,866,287	(2,213,410)	-45.5%	2,711,451	(58,574)	-2.2%

Entity Three (Expansion) P&L Overview	Month	Year-to-Date
	MTD	YTD
Entity Three (Expansion)		
Revenues	16,953	273,595
Cost of Goods	(3,148)	150,093
Gross Profit	20,101	123,502
Gross Margin %	1.19	0.45
Operating Expenses	20,101	123,502

Month Ended October 31, 2022 - Lo ipsdolor sit amet, consectetur adipiscing elit, sed do eiusmod tempor incididunt ut labore et dolore magna aliqua. Ut enim ad minim veniam, quis nostrud exercitation ullamco laboris nisi ut aliquip ex ea commodo consequat. Duis aute irure dolor in reprehenderit in voluptate velit esse cillum dolore eu fugiat nulla pariatur. Excepteur sint occaecat cupidatat non proident, sunt in culpa qui officia deserunt mollit anim id est laborum.

Year-to-Date October 2022 - Lo ipsdolor sit amet, consectetur adipiscing elit, sed do eiusmod tempor incididunt ut labore et dolore magna aliqua. Ut enim ad minim veniam, quis nostrud exercitation ullamco laboris nisi ut aliquip ex ea commodo consequat. Duis aute irure dolor in reprehenderit in voluptate velit esse cillum dolore eu fugiat nulla pariatur. Excepteur sint occaecat cupidatat non proident, sunt in culpa qui officia deserunt mollit anim id est laborum.

MONTHLY FINANCIAL REPORT: Oct 2022

Entity Three Operating Results - Continued



Entity Three Gross Margin Bridge

Budgeted Gross Margin	61.7%
Variances to budget:	
Avg ticket price	1.3%
Materials	3.4%
Labor	-6.0%
Other (fuel, etc.)	3.6%
Reported Gross Margin	64.0%

Bridge Commentary:

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APPENDIX



TIME VARIANCE AUTHORITY
Monthly Financial Report
OCTOBER 2022

13-WEEK CASH FORECAST: Oct 2022

Consolidated: As of 11.29.2022



Week Ended	Actual							Forecast					
	11/19/2022	11/26/2022	12/3/2022	12/10/2022	12/17/2022	12/24/2022	12/31/2022	1/7/2023	1/14/2023	1/21/2023	1/28/2023	2/4/2023	2/11/2023
CONSOLIDATED													
Beginning Cash	409,382	565,262	484,696	204,701	345,324	1,692,366	1,731,482	1,081,871	1,051,545	1,067,151	1,242,651	1,342,784	1,486,458
Customer Receipts	566,345	415,293	388,759	323,287	347,611	304,845	208,505	260,000	360,000	360,000	360,000	360,000	360,000
Cash Outflows													
Advertising	(15,926)	(8,435)	(47,148)	-	-	(18,000)	(15,000)	(18,000)	(40,000)	(18,000)	(15,000)	(18,000)	(15,000)
Capital Expenses	-	(695)	-	-	-	-	-	-	-	-	-	-	-
Credit Card Payments	(65,193)	(94,498)	(70,545)	(24,328)	(31,545)	(14,530)	(14,530)	(14,801)	(14,801)	(14,801)	(14,801)	(14,801)	(14,801)
Direct Labor	(219,644)	(138,298)	(206,891)	(74,625)	(183,536)	(112,656)	(146,550)	(72,656)	(151,550)	(77,656)	(156,023)	(77,656)	(156,023)
Facilities Costs	(779)	(1,019)	-	-	-	(1,300)	(7,655)	(1,300)	(1,300)	(1,300)	(1,300)	(1,300)	(1,300)
Indirect Labor	(405)	-	-	-	-	-	-	-	-	-	-	-	-
Insurance	(23,431)	(75,106)	(48,840)	(32,406)	(9,315)	-	(42,000)	-	(54,000)	-	(42,000)	-	(42,000)
Intercompany Transfers	-	-	-	-	-	-	-	-	-	-	-	-	-
Interest/Finance Fees	-	-	-	-	-	-	(598,642)	-	-	-	-	-	-
IT	(825)	-	(6,033)	-	-	(500)	(9,497)	(500)	(500)	(1,000)	(500)	(500)	(500)
Leases	4,439	-	(8,950)	-	(3,815)	-	-	(9,826)	-	-	-	(9,826)	-
Materials	(63,029)	(102,096)	(91,652)	(12,029)	(89,283)	(43,000)	(5,000)	(40,000)	(11,000)	(46,000)	(11,000)	(52,000)	(12,000)
Merchant Fees	(251)	(3,083)	(37,241)	(945)	(142)	-	-	-	-	-	-	-	-
Office Expenses	(4,117)	(2,232)	(11,564)	(171)	-	(1,250)	(1,250)	(1,250)	(1,250)	(1,250)	(1,250)	(1,250)	(1,250)
Other Direct Costs	(3,906)	(11,120)	(2,020)	-	-	-	-	-	-	-	-	-	-
Other Indirect Costs	(17,363)	(2,529)	(5,849)	-	(20,166)	-	-	(28,000)	-	-	-	(28,000)	-
Prepaid Expenses	-	-	-	-	-	-	-	-	-	-	-	-	-
Professional Fees	(35)	(23,587)	(44,100)	(36,346)	-	(5,000)	(5,000)	(5,000)	(5,000)	(5,000)	(5,000)	(5,000)	(5,000)
Travel and Entertainment	-	(7,212)	-	-	-	(2,993)	(993)	(993)	(993)	(993)	(993)	(993)	(993)
Vehicle Costs	-	(25,948)	(200)	(1,814)	(19,036)	(53,000)	(12,000)	(98,000)	(12,000)	(7,000)	(12,000)	(7,000)	(12,000)
One-Time Items	-	-	-	-	1,356,268	(13,500)	-	-	(52,000)	(11,500)	-	-	-
Cash Inflow/ (Outflow)	155,880	(80,565)	(192,275)	140,623	1,347,042	39,116	(649,612)	(30,326)	15,606	175,500	100,133	143,674	99,133
Ending Bank Balance	565,262	484,696	292,421	345,324	1,692,366	1,731,482	1,081,871	1,051,545	1,067,151	1,242,651	1,342,784	1,486,458	1,585,591

Notes:

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Entity One Earn-Out: dolor sit amet, consectetur adipiscing elit, sed do eiusmod tempor incididunt ut labore et dolore magna aliqua.

Notes on One-time Items/Other:

W/E 1/14: Lorem ipsum dolor

W/E 12/31: eiusmod tempor incididunt ut labore

W/E 12/17: et dolore magna aliqua

Cash Preservation Measures Underway:

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MONTHLY FINANCIAL REPORT: Oct 2022

Trailing Twelve Months Results by Business

(Expressed in whole dollars)



	Dec-2021	Jan-2022	Feb-2022	Mar-2022	Apr-2022	May-2022	Jun-2022	Jul-2022	Aug-2022	Sep-2022	Oct-2022
TTM Revenue											
Entity One	5,952,058	6,037,887	6,154,279	6,219,662	6,288,926	6,378,629	6,495,492	6,579,957	6,699,933	6,698,683	6,822,124
Entity Two	6,071,174	6,243,587	6,473,384	6,600,015	6,599,732	6,789,188	7,072,271	7,461,302	7,405,592	7,301,258	7,447,443
Entity Three	9,157,782	9,327,468	9,454,293	9,488,475	9,595,028	9,707,512	9,903,728	9,953,998	10,077,579	10,060,161	10,144,815
Corporate											
Consolidated	21,181,013	21,608,942	22,081,956	22,308,152	22,483,686	22,875,328	23,471,491	23,995,257	24,183,104	24,060,102	24,414,382
TTM											
TTM											
% growth over prior month		2.02%	2.19%	1.02%	0.79%	1.74%	2.61%	2.23%	0.78%	-0.51%	1.47%
TTM Gross Profit											
Entity One	3,555,468	3,579,081	3,637,870	3,707,463	3,757,321	3,798,159	3,901,076	3,916,026	3,954,878	3,917,020	3,897,910
Entity Two	3,495,180	3,564,967	3,615,904	3,706,033	3,690,695	3,840,478	3,955,948	4,100,479	4,079,281	4,004,433	3,816,572
Entity Three	5,886,496	6,025,491	6,119,943	6,105,101	6,199,556	6,332,739	6,447,165	6,394,184	6,429,415	6,280,938	6,335,986
Corporate											
Consolidated	12,937,145	13,169,539	13,373,717	13,518,597	13,647,573	13,971,376	14,304,189	14,410,689	14,463,574	14,202,392	14,050,468
TTM											
TTM											
% margin	61.08%	60.94%	60.56%	60.60%	60.70%	61.08%	60.94%	60.06%	59.81%	59.03%	57.55%
TTM Gross Margin											
Entity One	59.74%	59.28%	59.11%	59.61%	59.75%	59.55%	60.06%	59.51%	59.03%	58.47%	57.14%
Entity Two	57.57%	57.10%	55.86%	56.15%	55.92%	56.57%	55.94%	54.96%	55.08%	54.85%	51.25%
Entity Three	64.28%	64.60%	64.73%	64.34%	64.61%	65.24%	65.10%	64.24%	63.80%	62.43%	62.46%
Corporate											
Consolidated	61.08%	60.94%	60.56%	60.60%	60.70%	61.08%	60.94%	60.06%	59.81%	59.03%	57.55%
TTM Adjusted EBITDA											
Entity One	1,705,707	1,676,136	1,688,864	1,712,708	1,714,397	1,741,479	1,813,311	1,768,848	1,792,405	1,770,528	1,744,500
Entity Two	294,682	228,504	176,657	247,163	247,790	366,248	447,774	590,010	570,008	474,804	167,428
Entity Three	3,195,387	3,371,175	3,448,730	3,444,432	3,554,436	3,692,580	3,811,177	3,684,614	3,733,999	3,502,775	3,488,077
Corporate											
Consolidated	5,195,777	5,219,202	5,190,932	5,244,469	5,314,746	5,526,357	5,707,046	5,602,943	5,569,053	5,130,853	4,687,206
TTM											
TTM											
% margin	24.53%	24.15%	23.51%	23.51%	23.64%	24.16%	24.31%	23.35%	23.03%	21.33%	19.20%
% growth over prior month		0.45%	-0.54%	1.03%	1.34%	3.98%	3.27%	-1.82%	-0.60%	-7.87%	-8.65%