



Year

2023

View

MTD

YTD as of:

Aug

Class

All

Customer

All

Region

All

Segment

All

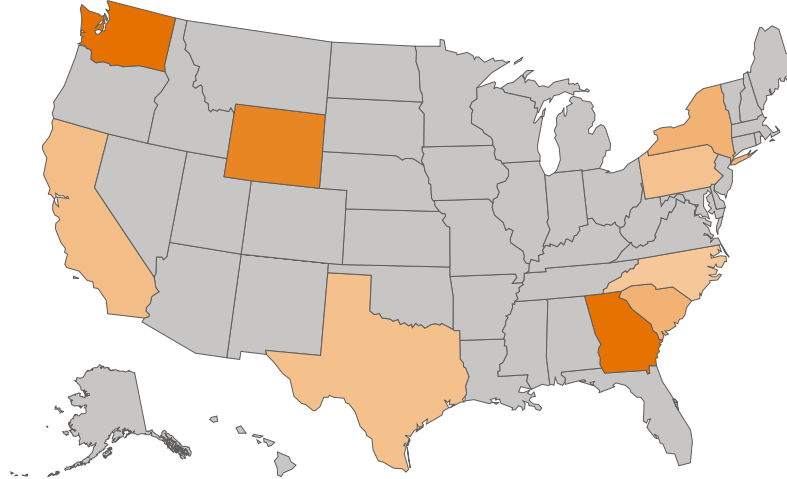
## 2023 Aug MTD

Revenue	9,466,813
COGS	6,557,400
Gross Profit	2,909,413
Net Income	1,041,042

## 2023 Aug YTD

Revenue	73,880,778
COGS	52,254,214
Gross Profit	21,626,564
Net Income	3,005,251

## 2023 Aug MTD Revenue by Region



Class	Revenue	YTD Revenue
Class 1	2,516,488	18,998,402
Class 2	2,154,834	15,912,247
Class 14	1,565,223	6,048,833
Class 7	625,454	4,716,960
Class 8	390,136	3,375,975
Class 17	360,996	3,332,271
Class 26	292,606	2,316,892
Class 34	287,385	2,573,052
Class 27	225,636	1,499,786
Class 11	186,183	1,213,750
Class 44	157,187	157,187
Class 47	153,655	153,655
Total	9,466,813	73,880,778

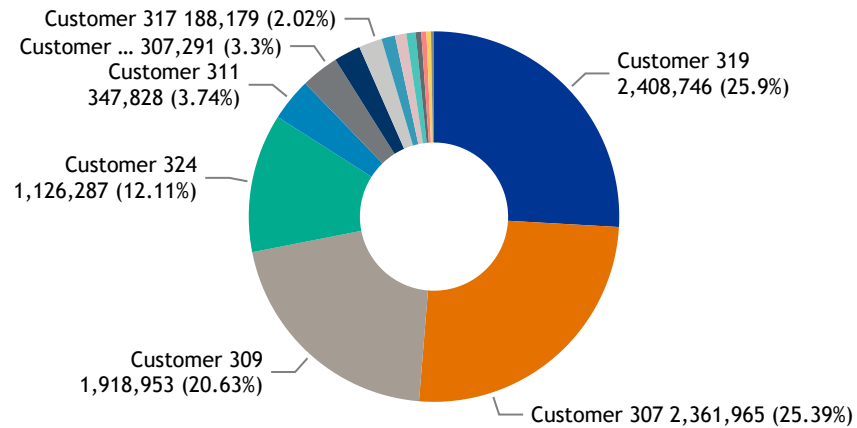
## 2023 Aug MTD vs. PMTD

Revenue	14.7%
COGS	15.3%
Gross Profit	13.4%
Net Income	-21.2%

## 2023 Aug YTD vs. LY

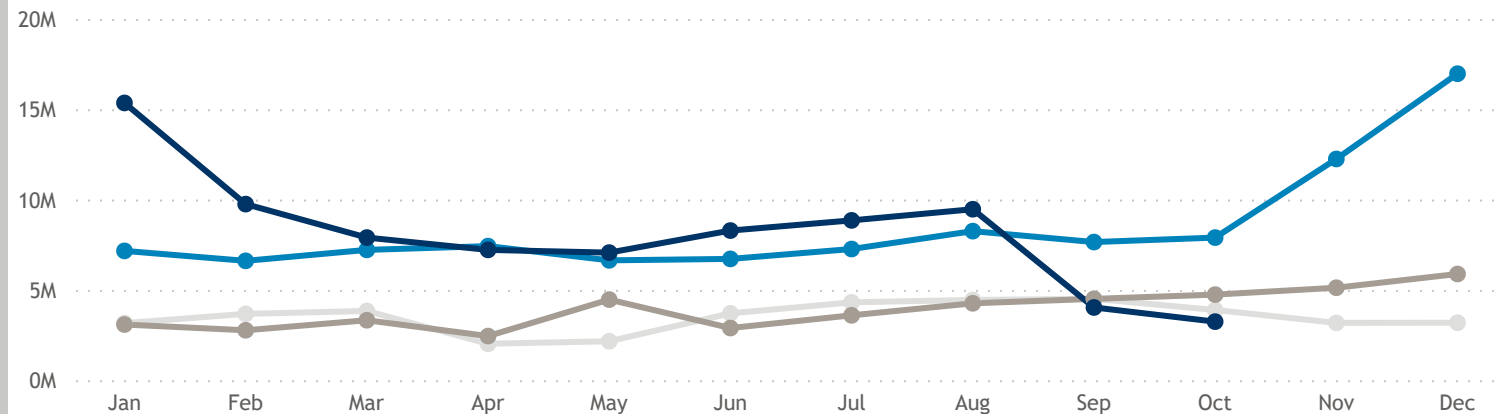
Revenue	29.0%
COGS	33.5%
Gross Profit	19.2%
Net Income	-66.4%

## 2023 Aug MTD Revenue by Customer



## Revenue by Year

Year 2020 2021 2022 2023





Year

Multiple sele... ▾

Quarter

All ▾

Month

All ▾

Segment

All ▾

Class

All ▾

Account Type	Jan 2022	Feb 2022	Mar 2022	Apr 2022	May 2022	Jun 2022	Jul 2022	Aug 2022	Sep 2022	Oct 2022	Nov 2022	Dec 2022	Jan 2023	Feb 2023
Income	7,158,977	6,608,764	7,215,954	7,423,909	6,636,422	6,715,735	7,263,112	8,253,502	7,649,156	7,895,833	12,249,591	16,970,996	15,353,033	
Account Name 12	111,028	2,260	6,313	4,450	1,789	3,462		5,446	1,284	895	0	7,041	3,073	
Account Name 16	385,001	318,743	350,466	222,489	54,483	146,840	84,841	145,397	118,108	324,924	1,004,250	1,338,670	1,336,382	
Account Name 28	9,725	9,725	9,725	9,725	9,725	9,725	9,725	9,725	9,725	9,725	9,725	551,730	24,799	
Account Name 32	6,653,223	6,278,036	6,849,450	7,187,246	6,570,424	6,555,708	7,168,546	8,092,935	7,520,039	7,560,289	11,235,615	15,073,555	13,988,778	
Account Name 42									0	0	0			
Cost of Goods Sold	235,668	4,551,775	4,299,119	4,937,943	5,071,311	4,621,141	4,719,056	5,249,987	5,686,880	5,685,593	5,820,008	9,060,335	12,062,388	10,798,134
Account Name 15	195	142,845	130,288	139,585	147,723	155,736	172,066	144,416	173,296	164,757	174,295	156,720	155,989	133,870
Account Name 17		270,363	255,071	288,121	156,775	25,444	39,869	25,775	26,752	17,027	48,886	645,977	1,028,111	970,711
Account Name 27	226,838	1,741,853	1,643,996	1,623,562	1,662,551	1,355,669	1,385,809	1,416,715	1,612,899	1,614,156	1,437,822	1,366,304	1,479,324	1,256,956
Account Name 29	8,636	22,546	20,170	25,052	18,388	21,862	23,480	24,666	24,678	24,884	24,029	26,946	32,598	38,647
Account Name 30		201,253	133,590	116,980	113,561	85,288	87,591	93,138	107,562	107,080	97,701	84,409	105,991	147,314
Account Name 36		73,428	92,967	77,924	87,159	78,516	68,137	108,469	79,640	234,629	221,232	213,561	100,020	67,375
Account Name 6		2,099,487	2,023,037	2,666,719	2,885,155	2,898,626	2,942,104	3,436,807	3,662,054	3,523,060	3,816,043	6,566,417	9,160,355	8,183,261
Gross Profit	(235,668)	2,607,202	2,309,645	2,278,011	2,352,598	2,015,281	1,996,679	2,013,126	2,566,622	1,963,563	2,075,825	3,189,255	4,908,608	4,554,898
Expense	603,316	989,663	1,249,165	1,173,150	982,373	1,097,945	1,264,448	1,193,705	1,240,323	1,199,629	1,348,577	1,421,713	1,881,068	1,224,307
Account Name 13		1,797	23,558	65,488	89	89	1,758	24,612	23,340	28,588	27,362	24,239	114,066	22,348
Account Name 14		5,967	7,722	9,873	11,689	21,251	83,526	59,151	71,514	12,160	30,575	49,407	29,829	26,584
Account Name 18	18,092	64,418	64,796	68,258	73,268	78,967	76,470	41,728	49,586	48,485	46,559	42,315	66,029	78,574
Account Name 2	12,413	4,936	4,765	4,629	4,789	6,718	5,360	7,243	9,250	10,538	7,780	7,469	8,418	10,351
Account Name 20		35,154	50,111	83,417	39,888	(20,139)	26,149	28,346	36,846	42,125	36,955	46,734	56,261	46,882
Account Name 21		23,857	14,183	14,459	41,716	19,987	23,239	15,743	17,474	29,039	28,187	37,706	273,245	13,915
Account Name 22		16,964	24,772	17,871	17,279	20,022	24,223	15,564	22,095	22,017	23,037	24,071	27,646	23,445
Account Name 23		127,623	335,170	83,865	51,651	115,798	67,394	77,170	81,951	78,551	159,257	166,546	145,420	55,499
Account Name 25		2,956	4,236		3,015		29,533	973	2,206	12,016			5,209	
Account Name 26	522,567	494,365	505,362	653,641	576,747	695,376	727,889	712,197	736,645	710,590	746,355	784,846	849,759	760,106
Account Name 3		5,889	8,597	12,129	6,854	7,776	8,644	8,772	7,274	12,615	7,375	8,753	7,885	8,422
Account Name 31	49,531	42,860	47,481	47,357	42,039	49,138	50,621	51,667	52,157	51,017	55,748	60,653	63,664	63,516
Account Name 33	712	7,955	9,616	8,052	7,302	7,671	7,920	8,542	8,371	9,460	9,531	8,597	8,356	8,850
Account Name 34		11,149	17,528	10,355	30,610	27,662	17,773	24,503	15,809	7,492	49,679	42,992	61,007	20,251
Account Name 35		9,145	7,932	8,212	8,262	8,877	9,204	10,927	11,005	14,953	9,554	9,208	7,410	9,970
Account Name 37		9,725	9,725	10,694	9,725	9,725	9,725	9,725						
Account Name 38				6,831							10,211			
Account Name 39														
Account Name 41		18,781					634	634	634	634	634	634	46,116	634
Account Name 5		6,391	12,215	15,922	10,818	8,896	22,904	24,795	25,472	36,632	26,962	17,999	18,769	957
Account Name 7		99,728	101,397	58,930	39,799	40,129	71,483	71,413	68,694	72,716	72,817	89,544	91,979	74,003
Account Name 8														
Net Operating Income	(838,984)	1,617,540	1,060,480	1,104,861	1,370,225	917,336	732,230	819,421	1,326,299	763,934	727,247	1,767,542	3,027,540	3,330,591
Other Income	150	132	214	237	210	222	233	5,150	241	265	288	233	152	
Total	838,984	13,001,162	12,198,814	13,697,993	13,746,303	12,603,281	12,985,571	13,903,848	15,523,613	14,659,072	15,243,587	23,066,665	30,376,259	27,565,629



Year

All

Quarter

All

EOMONTH

Aug 2023

Class

All

Category	TTM	TTM LY	FY LY	FY 2 LY	TTM Mar 23	Crnt Yr vs. Prior Yr - Amt (TTM)	Crnt Yr vs. Prior Yr - % (TTM)	YTD	YTD LY	Crnt Yr vs. Prior Yr - Amt (YTD)	Crnt Yr vs. Prior Yr - % (YTD)
<input checked="" type="checkbox"/> Revenue											
Total Revenue	\$118,646,354	\$77,519,807	\$103,142,798	\$47,721,225	\$114,058,920	\$41,126,547	53.1%	\$73,880,778	\$57,276,376	\$16,604,403	
<input checked="" type="checkbox"/> Cost of Sales											
Cost of Sales	\$84,882,539	\$53,212,959	\$72,907,668	\$32,281,710	\$81,529,600	\$31,669,579	59.5%	\$52,254,214	\$39,137,212	\$13,117,002	
<input checked="" type="checkbox"/> Gross Profit											
Gross Profit	\$33,763,815	\$24,306,848	\$30,235,130	\$15,439,515	\$32,529,320	\$9,456,967	38.9%	\$21,626,564	\$18,139,163	\$3,487,401	
Gross Profit Margin	28.5%	31.4%	29.3%	32.4%	28.5%	-2.9%	-9.2%	29.3%	31.7%	-2.4%	
<input checked="" type="checkbox"/> Operating Expenses											
Operating Expenses	\$24,470,990	\$13,314,490	\$15,143,540	\$11,417,119	\$16,632,843	\$11,156,501	83.8%	\$18,620,002	\$9,190,771	\$9,429,232	
<input checked="" type="checkbox"/> Operating Income											
Operating Income	\$9,292,825	\$10,992,358	\$15,091,590	\$4,022,396	\$15,896,477	(1,699,533)	-15.5%	\$3,006,562	\$8,948,393	(5,941,831)	
Operating Income %	7.8%	14.2%	14.6%	8.4%	13.9%	-6.3%	-44.8%	4.1%	15.6%	-11.6%	
<input checked="" type="checkbox"/> EBITDA											
EBITDA	\$9,290,487	\$10,983,333	\$15,083,868	(311,282)	\$15,888,627	(1,692,846)	-15.4%	\$3,005,251	\$8,941,834	(5,936,583)	
EBITDA Margin	7.8%	14.2%	14.6%	-0.7%	13.9%	-6.3%	-44.7%	4.1%	15.6%	-11.5%	
<input checked="" type="checkbox"/> Net Income											
Net Income	\$9,290,487	\$10,983,333	\$15,083,868	(311,282)	\$15,888,627	(1,692,846)	-15.4%	\$3,005,251	\$8,941,834	(5,936,583)	
Net Income Margin	7.8%	14.2%	14.6%	-0.7%	13.9%	-6.3%	-44.7%	4.1%	15.6%	-11.5%	
<input checked="" type="checkbox"/> Addbacks											
Addbacks	\$3,067,969	\$400,223	\$555,406	\$945,997	\$1,672,537	\$2,667,746	666.6%	\$3,481,958	\$969,396	\$2,512,563	
<input checked="" type="checkbox"/> EBITDA, As Adjusted w/o Lumen Storm Work											
EBITDA, As Adjusted w/o Lumen Storm Work	\$12,358,456	\$11,383,556	\$15,639,274	\$634,716	\$17,561,164	\$974,900	8.6%	\$6,487,209	\$9,911,230	(3,424,021)	
EBITDA, As Adjusted Margin w/o Lumen Storm Work	10.4%	14.7%	15.2%	1.3%	15.4%	-4.3%	-29.1%	8.8%	17.3%	-8.5%	
<input checked="" type="checkbox"/> EBITDA, As Adjusted w/ Lumen Storm Work											
EBITDA, As Adjusted w/ Lumen Storm Work	\$12,358,456	\$11,383,556	\$15,639,274	\$634,716	\$17,561,164	\$974,900	8.6%	\$6,487,209	\$9,911,230	(3,424,021)	
EBITDA, As Adjusted Margin w/ Lumen Storm Work	10.4%	14.7%	15.2%	1.3%	15.4%	-4.3%	-29.1%	8.8%	17.3%	-8.5%	