

## # web-scraping-for-company-fillings

web-scraping-for-IPO-Prospectus It is a scrapping tool which extracts the data from EDGAR | Company Filings and calculate some attributes by string matching.

It mainly focuses on company's Board of Committee, Initial Employee count and consolidated financial data.

Techonologies : Selenium and Python web scrapping techniques

Actual data :

### Management

#### Executive Officers and Directors

The following table sets forth certain information concerning our current executive officers and directors as of March 31, 2006:

Name	Age	Position
Kent A. Murphy, Ph.D.	47	President, Chief Executive Officer, Secretary, Treasurer and Chairman of the Board of Directors
Scott A. Graeff	39	Chief Financial Officer and Executive Vice President, Corporate Development
John T. Goehrke	48	Chief Operating Officer
Scott A. Meller	39	President, Contract Research Group
Kenneth D. Ferris	58	President, Luna Advanced Systems Division
Robert P. Lenk, Ph.D.	58	President, Luna nanoWorks Division
N. Leigh Anderson, Ph.D.	56	Director
John C. Backus, Jr.(1)(2)	47	Director
Bobbie Kilberg	61	Director
Edward G. Murphy, M.D.(1)(3)	50	Director
Richard W. Roedel(1)(2)(3)	56	Director
Paul E. Torgersen, Ph.D.(2)(3)	74	Director
(1)	Member of our nominating and corporate governance committee.	
(2)	Member of our audit committee.	
(3)	Member of our compensation committee.	

**Kent A. Murphy, Ph.D.**, our founder, has served as our President, Chief Executive Officer, Secretary, Treasurer and Chairman of the Board since 1992. Dr. Murphy received his Ph.D. in Electrical Engineering from Virginia Polytechnic Institute and State University and is formerly a tenured professor in Virginia Tech's Bradley Department of Engineering, where he filed for over 35 patents. In 2001, he was named SBIR Entrepreneur of the Year and in 2004 was named Outstanding Industrialist of the Year by Virginia's Governor Warner. Dr. Murphy is the founding member of The Accelerating Innovation Foundation, a non-organization whose goal is to promote and facilitate development of a technology innovation cluster in the Mid-Atlantic region. Dr. Murphy is not related to Edward G. Murphy, M.D., a member of our board.

**Scott A. Graeff** has served as our Chief Financial Officer since July 2005 and was a member of our Board of Directors from August 2005 until March 2006. In addition, he currently serves as our Executive President, Corporate Development. From December 1999 to June 2001, Mr. Graeff served as Chief Financial Officer of Liquidity Link, a software development company. From June 2001 to August 2002, Mr. Graeff served as President and Chief Financial Officer of Autumn Investments. From August 2002 until July 2005, Mr. Graeff served as a Managing Director for Gryphon Capital Partners, a venture capital investment firm. From August 2003 until July 2005, Mr. Graeff also served as the Acting Chief Financial Officer of Luna Technologies, Inc. Mr. Graeff is presently a member of the Board of Directors of Provox Technologies, a provider of speech recognition-based medical documentation and workflow management systems, a position he has held since June 2004. Mr. Graeff holds a B.S. in Commerce from the University of Virginia.

**John T. Goehrke** has served as our Chief Operating Officer since September 2005. From August 2003 to September 2005, Mr. Goehrke served as President and Chief Executive Officer of Luna Technologies, Inc. From April 2000 to April 2003, Mr. Goehrke served as General Manager of the Access Division of Acterna, LLC, a provider of communications test solutions.

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1	2	details	Board Size	Manager Size	Average Age	Employee Count
Name	Age	Position	12	7	52.75	As of March 31, 2006, we employed 161 people, including 148 people on a full-time basis, 159 in the United States and two internationally. Of these, 33 employees hold Ph.D.s and 39 hold advanced degrees. We have experienced no work stoppages and believe that our employee relations are good.
Kent A. Murphy, Ph.D.	47	President, Chief Executive Officer, Secretary, Treasurer and Chairman of the Board of Directors	0	0	0	
Scott A. Graeff	39	Chief Financial Officer and Executive Vice President, Corporate Development	0	0	0	
John T. Goehrke	48	Chief Operating Officer	0	0	0	
Scott A. Meller	39	President, Contract Research Group	0	0	0	
Kenneth D. Ferris	58	President, Luna Advanced Systems Division	0	0	0	
Robert P. Lenk, Ph.D.	58	President, Luna nanoWorks Division	0	0	0	
N. Leigh Anderson, Ph.D.	56	Director	0	0	0	
John C. Backus, Jr.(1)(2)	47	Director	0	0	0	
Bobbie Kilberg	61	Director	0	0	0	
Edward G. Murphy, M.D.(1)(3)	50	Director	0	0	0	
Richard W. Roedel(1)(2)(3)	56	Director	0	0	0	
Paul E. Torgersen, Ph.D.(2)(3)	74	Director	0	0	0	

## Actual Finance data :

### Selected consolidated financial data

The tables below present selected consolidated statements of operations data for each of the five years ended December 31, 2001, 2002, 2003, 2004 and 2005 and the three months ended March 31, 2005 and 2006 and selected consolidated balance sheet data as of December 31, 2001, 2002, 2003, 2004 and 2005 and March 31, 2006. The consolidated statements of operations data for the years ended December 31, 2003, 2004 and 2005 and consolidated balance sheet data as of December 31, 2004 and 2005 were derived from our audited consolidated financial statements and notes thereto, which are included elsewhere in this prospectus. The consolidated statement of operations data for the year ended December 31, 2002 and consolidated balance sheet data as of December 31, 2003 were derived from our audited consolidated financial statements and notes thereto, which do not appear in this prospectus. The consolidated statements of operations data for the year ended December 31, 2001 and the consolidated balance sheet data as of December 31, 2001 and 2002 were derived from our unaudited consolidated financial statements, which do not appear in this prospectus. The consolidated balance sheet data as of March 31, 2006 and the consolidated statements of operations data for the three months ended March 31, 2005 and 2006 were derived from our unaudited consolidated financial statements included elsewhere in this prospectus. We have prepared the unaudited information on the same basis as the audited consolidated financial statements and have included all adjustments, consisting only of normal recurring adjustments that we consider necessary for a fair presentation of our financial position at such date and operating results for such periods. Historical results are not necessarily indicative of the results of operations to be expected for the future periods, and interim results may not be indicative of results for the remainder of the year.

When you read this selected consolidated financial data, it is important that you also read the historical consolidated financial statements and related notes included in this prospectus, as well as the section of this prospectus entitled "Management's discussion and analysis of financial condition and results of operations." These sections include, among other things, more detailed information regarding the \$169 thousand and \$409 thousand stock-based compensation charges reflected in the following table under "Operating expense" for the periods ended December 31, 2005 and March 31, 2006, respectively. Historical results are not necessarily indicative of future results.

(In thousands, except share and per share data)	Years Ended December 31,					Three Months Ended March 31,	
	2001	2002	2003	2004	2005	2005	2006
	(unaudited)					(unaudited)	(unaudited)
<b>Consolidated Statements of Operations Data:</b>							
Revenues:							
Contract research revenues	\$7,725	\$11,084	\$10,358	\$13,835	\$15,380	\$3,256	\$3,921
Product sales and license revenues	—	4,643	7,234	8,752	1,074	—	595
Total revenues	7,725	15,727	17,592	22,587	16,454	3,256	4,516
Cost of revenues:							
Contract research costs	4,646	9,143	8,949	10,985	12,552	2,671	2,908
Product sales and license costs	—	3,884	1,543	2,881	410	—	266
Total cost of revenues	4,646	13,027	10,492	13,866	12,962	2,671	3,174
Gross profit	3,079	2,700	7,100	8,721	3,492	585	1,342
Operating expense	4,531	4,491	4,856	4,190	6,004	882	3,442
Operating income (loss)	(1,452)	(1,791)	2,244	4,531	(2,512)	(297)	(2,100)
Other income (expense)(1)	(101)	41	(138)	(257)	2	1	6
Interest income (expense), net	(263)	(498)	(87)	(90)	(41)	(40)	5
Income (loss) before income taxes	(1,816)	(2,248)	2,019	4,184	(2,551)	(336)	(2,089)
Income tax expense (benefit)	(562)	(852)	886	128	(557)	(73)	—
Net income (loss)	\$(1,234)	\$(1,567)	\$1,133	\$4,056	\$(1,994)	\$(263)	\$(2,089)

102	Luna Innovations Inc							
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105	In thousands, except share and per share data)	Years Ended December 31,				Three Months Ended March 31,		
106		2001	2002	2003	2004	2005	2005	2006
107								
108	Consolidated Statements of Operations Data:							
109	Revenues:							
110	Contract research revenues	\$7,725	\$11,084	\$10,358	\$13,835	\$15,380	\$3,256	\$3,921
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118	Operating expense	4,531	4,491	4,856	4,190	6,004	882	3,442
119	Operating income (loss)	1,452	1,791	2,244	4,531	2,512	297	2,100
120	Other income expense(1)	101	41	138	257	2	1	6