

Profit & Loss: Overall (1 of 2)

Profit & Loss	Actual (\$)	Forecast (\$)			Previous period (\$)			Previous year (\$)		
Revenue	564,090	588,825	↓	4%	541,075	↑	4%	562,492	↑	<1%
Other Income	7,560	41,250	↓	82%	15,955	↓	53%	26,840	↓	72%
Membership Fee Income	12,345	30,000	↓	59%	3,752	↑	229%	20,170	↓	39%
Water Sales Income	384,676	376,980	↑	2%	384,892	↓	(<1%)	374,006	↑	3%
3rd party Water Sales	159,509	140,595	↑	13%	136,476	↑	17%	141,476	↑	13%
Direct Costs	0	--	--		0	0%		0	0%	
Direct Salaries & Wages	0	--	--		0	0%		0	0%	
Gross Profit	564,090	588,825	↓	4%	541,075	↑	4%	562,492	↑	<1%
Gross Margin	100%	100%	↑	0%	100%	↑	0%	100%	↑	0%
Operating Expenses	614,852	622,919	↓	1%	691,939	↓	11%	531,880	↑	16%
Salaries & Wages (Excluding Direct)	0	--	--		0	0%		0	0%	
Distribution	42,507	28,950	↑	47%	10,076	↑	322%	46,289	↓	8%
Vehicles	12,200	9,600	↑	27%	11,002	↑	11%	7,031	↑	74%
Equipment	3,561	7,200	↓	51%	5,161	↓	31%	7,722	↓	54%
Chemicals and Testing	6,884	13,500	↓	49%	8,418	↓	18%	12,548	↓	45%
Easements	0	5,000	↓	100%	4	↓	100%	0	↓	0%
Leasing	0	0	↓	0%	0	↓	0%	0	↓	0%
BEACON/SCADA	9,032	6,900	↑	31%	8,963	↑	1%	6,350	↑	42%
Depreciation	0	0	↓	0%	0	↓	0%	0	↓	0%
Office and Admin	17,922	10,320	↑	74%	28,882	↓	38%	10,679	↑	68%
Marketing	0	0	↓	0%	1,044	↓	100%	325	↓	100%
Software and Subscriptions	16,653	34,020	↓	51%	16,425	↑	1%	20,653	↓	19%
Taxes	27,016	3,900	↑	593%	22,268	↑	21%	16,971	↑	59%
Travel and Mileage	3,109	2,400	↑	30%	3,526	↓	12%	3,575	↓	13%
Professional Fees	69,885	18,750	↑	273%	93,856	↓	26%	18,196	↑	284%
Other Expenses	0	18,605	↓	100%	205	↓	100%	(6,330)	↑	100%
Debt Service	15,826	16,998	↓	7%	15,428	↑	3%	1,946	↑	713%
Utilities	27,258	21,750	↑	25%	20,541	↑	33%	35,663	↓	24%
Bad Debt	0	0	↓	0%	0	↓	0%	0	↓	0%
Training	0	750	↓	100%	12,335	↓	100%	0	↓	0%
Repairs and Maintenance	573	900	↓	36%	469	↑	22%	0	0%	
Insurance	6,398	5,094	↑	26%	61,036	↓	90%	5,848	↑	9%
Wages and Benefits	356,028	418,282	↓	15%	372,300	↓	4%	344,414	↑	3%

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Profit & Loss: Overall (2 of 2)

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Overall	Actual (\$)	Forecast (\$)			Previous period (\$)			Previous year (\$)		
Other Employee Taxes & Benefits	0	0	↓	0%	0	↓	0%	0	↓	0%
Amortization of Other Current Assets	0	--	--		0		0%	0		0%
Operating Income	(50,762)	(34,094)	↓	49%	(150,864)	↑	66%	30,612	↓	266%
Interest Expense	0	--	--		0		0%	0		0%
Income Taxes	0	0	--		0		0%	0		0%
Depreciation and Amortization	0	0	--		0		0%	0		0%
Total Expenses	614,852	622,919	↓	1%	691,939	↓	11%	531,880	↑	16%
Net Profit	(50,762)	(34,094)	↓	49%	(150,864)	↑	66%	30,612	↓	266%
Net Profit Margin	(9%)	(6%)	↓	55%	(28%)	↑	68%	5%	↓	265%