

| 2018 YTD LDC FINANCIAL REPORT BY QUARTERS |         |         |         |         | 2017//2018    |         |
|-------------------------------------------|---------|---------|---------|---------|---------------|---------|
|                                           | 1Q 2018 | 2Q 2018 | 3Q 2018 | 4Q 2018 | 2017          | 2018    |
| <b>INCOME (+) Sales/Other</b>             |         |         |         |         |               |         |
| Checks and cash                           | 10,259  | 7,665   | 9,499   | 9,401   | 30,697        | 36,824  |
| Electronic Deposits                       | 2,107   | 3,609   | 4,073   | 4,374   | 6,656         | 14,163  |
| AWSC Transfers                            | -       | -       | -       | 3,000   |               | 3,000   |
| Contributions                             | 296     | 479     | 2,408   | 903     | 2,743         | 4,086   |
|                                           |         |         |         |         |               |         |
| <b>INCOME TOTAL(+)</b>                    | 12,662  | 11,753  | 15,980  | 17,678  | 40,096        | 58,073  |
| <b>STOCKING TOTAL (-)</b>                 | 6,870   | 10,838  | 6,378   | 11,798  | 23,387        | 35,884  |
| <b>GROSS PROFIT (I-S)</b>                 | 5,792   | 915     | 9,602   | 5,880   | 15,488        | 22,189  |
| <b>OFFICE EXPENSES TOTAL</b>              | 6,732   | 7,398   | 7,678   | 7,022   | 17,803        | 28,830  |
| <b>TOTAL EXPENSES (S+OET)</b>             | 13,602  | 18,236  | 14,056  | 11,812  | 42,412        | 64,714  |
| <b>NET INCOME (GP-OET)</b>                | (940)   | (6,483) | 1,924   | (1,142) | (4,150)       | (6,641) |
| <b>ACTUAL ACCT BALANCE</b>                |         |         |         |         | <b>14,385</b> |         |
|                                           |         |         |         |         |               |         |
| <b>INVENTORY</b>                          | 7542    | 11004   | 8933    | 12673   |               |         |
|                                           |         |         |         |         |               |         |
| <b>EXPENSES</b>                           |         |         |         |         |               |         |
| <b>STOCKING (-)</b>                       |         |         |         |         |               |         |
| Cost of CAL (WSO)                         | 6,796   | 10,536  | 6,378   | 11,598  | 23,387        | 35,308  |
| Printing costs/Schds                      | 74      | 302     | -       | 200     | n/a           | 576     |
| <b>OFFICE/ADMIN</b>                       |         |         |         |         |               |         |
| Shipping                                  | 351     | 304     | 454     | 322     | 1,021         | 1,431   |
| Phone/Internet                            | 250     | 250     | 249     | 261     | 698           | 1,010   |
| Office Supplies                           | 414     | 642     | 216     | 74      | 1,012         | 1,346   |
| Rent                                      | 1,800   | 1,800   | 1,800   | 1,200   | 5,400         | 6,600   |
| CCD Fee                                   | 77      | 125     | 149     | 136     | 201           | 487     |
| Insurance                                 | -       | -       | -       | 823     |               | 823     |
| <b>PERSONNEL (-)</b>                      |         |         |         |         |               |         |
| Payroll                                   | 2,953   | 3,252   | 3,254   | 3,143   | 7,081         | 12,602  |
| Taxes                                     | 490     | 752     | 820     | 771     | 1,916         | 2,833   |
| ADP Fees                                  | 397     | 273     | 318     | 292     | 1,079         | 1,280   |
| Workers Comp                              |         |         | 418     |         |               | 418     |