

Current Balance Sheet - FY20 - Began July 1

**Beginning FY20 SCTX now split between South Texas-San Antonio & Central Texas-Austin
FY20**

**South Texas
(San Antonio)
Budget 20**

Product Line	Accounts	
Product Line (Rollup)		
Product Segments (Rollup)		
Campaign Segments (Rollup)		
Core Revenue (Rollup)		
TNT (Rollup)	4000 - Revenue	175,000
	5000 - DDB Expenses	0
	Gross Income	175,000
	Gross Margin %	100%
Light The Night	4000 - Revenue	1,210,000
	5000 - DDB Expenses	(191,850)
	Gross Income	1,018,150
	Gross Margin %	84%
Man Woman of the Year	4000 - Revenue	1,150,000
	5000 - DDB Expenses	(190,359)
	Gross Income	959,641
	Gross Margin %	83%
Students of the Year	4000 - Revenue	700,002
	5000 - DDB Expenses	(82,260)
	Gross Income	617,741
	Gross Margin %	88%
Student Series (Rollup)	4000 - Revenue	802,521
	5000 - DDB Expenses	(97,277)
	Gross Income	705,244
	Gross Margin %	88%
All Other Campaigns (Rollup)	4000 - Revenue	131,000
	5000 - DDB Expenses	(22,100)
	Gross Income	108,900
	Gross Margin %	83%
Direct to Consumer (Rollup)	4000 - Revenue	66,337
	Gross Income	66,337
	Gross Margin %	100%
Total Core Revenue (Rollup)	4000 - Revenue	4,234,859
	5000 - DDB Expenses	(583,847)
	Gross Income	3,651,013
	Gross Margin %	86%
Advancement (Rollup)	4000 - Revenue	180,000
	Gross Income	180,000
	Gross Margin %	100%
Total Campaign Segments (Rollup)	4000 - Revenue	4,414,859

	5000 - DDB Expenses	(583,847)
	Gross Income	3,831,013
	Gross Margin %	87%
Total Product Segments (Rollup)	4000 - Revenue	4,414,859
	5000 - DDB Expenses	(583,847)
	Gross Income	3,831,013
	Gross Margin %	87%
Enterprise	4000 - Revenue	0
	5000 - DDB Expenses	0
	Gross Income	0
	Gross Margin %	0%
Total Product Line (Rollup)	4000 - Revenue	4,414,859
	5000 - DDB Expenses	(583,847)
	Gross Income	3,831,013
	Gross Margin %	87%
Accounts		
Expense		
	6500 - Payroll	(985,643)
	6100 - Benefits	(247,651)
	6750 - Payroll Taxes	(72,574)
	6800 - Travel & Meetings	(84,124)
	6650 - Professional Fees	(265)
	6550 - Postage & Shipping	(44,931)
	6600 - Printing	(51,534)
	6700 - Stationery & Supplies	(18,661)
	6050 - Advertising	(2,220)
	6250 - Equipment	(19,800)
	6400 - Occupancy	(133,302)
	6900 - Telephony	(4,000)
	6350 - Memberships	(2,000)
	6200 - Depreciation	(2,013)
	6450 - Other	(44,064)
	Total Expense	(1,712,782)
	Net Income	2,118,230
	Net Margin %	48%

<u>FY19</u>		<u>FY20</u>		
<u>South Central Texas</u> <u>(San Antonio & Austin)</u> <u>YTD June - 2019</u>	<u>South Texas</u> <u>(San Antonio)</u> <u>YTD Aug 2019</u>	<u>YTD August</u> <u>2018 (-12</u> <u>Month)</u>	<u>YOY \$</u>	<u>YOY \$</u>
365,000	24,858	89,457	(64,599)	(72%)
0	0	0	0	0%
365,000	24,858	89,457	-64,599	-72%
100%	100%	100%	0%	0%
2,115,745	310,140	309,043	1,096	0%
(346,004)	(20,884)	(2,320)	(18,564)	800%
1,769,741	289,255	306,723	-17,468	-6%
84%	93%	99%	-6%	-6%
3,144,971	29,361	86,769	(57,408)	(66%)
(434,731)	(29,018)	(4,415)	(24,603)	557%
2,710,239	343	82,353	-82,011	-100%
86%	1%	95%	-94%	-99%
0	103	1,091	(988)	(91%)
0	(4,650)	(5,891)	1,240	(21%)
0	-4,547	-4,799	252	-5%
0%	-4,422%	-440%	-3,982%	905%
1,184,268	2,524	2,951	(427)	(14%)
(71,595)	(137)	(94)	(42)	45%
1,112,673	2,387	2,857	-469	-16%
94%	95%	97%	-2%	-2%
220,701	60,591	128,326	(67,735)	(53%)
(28,806)	0	(630)	630	(100%)
191,894	60,591	127,696	-67,105	-53%
87%	100%	100%	0%	0%
104,827	11,980	9,068	2,912	32%
104,827	11,980	9,068	2,912	32%
100%	100%	100%	0%	0%
7,135,511	439,556	626,705	(187,149)	(30%)
(493,916)	(54,689)	(13,350)	(41,339)	310%
6,641,596	384,867	613,355	-228,488	-37%
88%	88%	98%	-10%	-11%
200,994	19,967	5,786	14,181	245%
200,994	19,967	5,786	14,181	245%
100%	100%	100%	0%	0%
7,336,505	459,523	632,491	(172,968)	(27%)

(881,137)	(54,689)	(13,350)	(41,339)	310%
6,455,369	404,834	619,141	-214,307	-35%
88%	88%	98%	-10%	-10%
7,336,505	459,523	632,491	(172,968)	(27%)
(881,137)	(54,689)	(13,350)	(41,339)	310%
6,455,369	404,834	619,141	-214,307	-35%
88%	88%	98%	-10%	-10%
7,500	0	2,156	(2,156)	(100%)
(224)	0	0	0	0%
7,276	0	2,156	-2,156	-100%
97%	0%	100%	-100%	-100%
7,344,005	459,523	634,647	(175,124)	(28%)
(881,361)	(54,689)	(13,350)	(41,339)	310%
6,462,645	404,834	621,297	-216,463	-35%
88%	88%	98%	-10%	-10%

(1,371,840)	(70,450)	(5,554)	(64,896)	1,168%
(281,385)	(18,547)	(64)	(18,483)	28,938%
(96,077)	(5,027)	(4)	(5,023)	127,813%
(121,094)	(14,333)	(4,753)	(9,580)	202%
(13,424)	(373)	(884)	511	(58%)
(52,996)	(4,064)	(2,110)	(1,954)	93%
(64,126)	(1,941)	(1,939)	(2)	0%
(32,738)	(3,031)	(2,091)	(941)	45%
(2,969)	0	0	0	0%
(26,513)	(2,484)	(2,784)	300	(11%)
(272,174)	(22,248)	(22,178)	(70)	0%
(4,612)	(925)	(563)	(362)	64%
(6,721)	(193)	(157)	(36)	23%
(8,000)	(168)	(313)	145	(46%)
(63,426)	(2,387)	(3,333)	946	(28%)
(2,418,096)	(146,171)	(46,727)	(99,444)	213%
4,044,549	258,663	574,570	-315,907	-55%
55%	56%	91%	-34%	-38%