

	Revenue	COGS	Operating Expense	Net Income/Loss
	<u>Actual</u>	<u>Actual</u>	<u>Actual</u>	<u>Actual</u>
April 2019	\$85,094,078	\$53,219,341	\$36,510,292	(\$4,628,314)
April 2020	\$88,067,295	\$57,421,043	\$39,748,616	(\$9,122,241)
April 2021	\$89,518,453	\$60,575,451	\$35,789,015	(\$2,088,535)
April 2022	\$78,420,995	\$54,827,428	\$32,031,325	(\$6,430,604)
April 2023*	\$98,141,782	\$60,906,647	\$35,771,428	\$3,501,924

% of Revenue	Revenue	COGS	Operating Expense	Net Income/Loss
				*Estimated
April 2019		62.5%	42.9%	-5.4%
April 2020		65.2%	45.1%	
April 2021		67.7%	40.0%	
April 2022		69.9%	40.8%	
April 2023*		62.1%	36.4%	

Rising costs of RM and Consumables

Great job of operations finding cost reductions

