

Nevada Institute for Autonomous Systems
Profit & Loss Budget vs. Actual
March 2018

	Mar 18	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
40000 · Revenue				
40010 · NASA Contract - IDIQ	148,119.08	68,143.00	79,976.08	217.4%
40020 · Range Activity/Service Fees				
40021 · Range Activity - UASIPP	18,453.60			
40022 · Range Activity - ILOT	40,584.56			
40020 · Range Activity/Service Fees - Other	2,421.20	45,000.00	-42,578.80	5.4%
Total 40020 · Range Activity/Service Fees	61,459.36	45,000.00	16,459.36	136.6%
40040 · Drone Training Program	0.00	10,000.00	-10,000.00	0.0%
Total 40000 · Revenue	209,578.44	123,143.00	86,435.44	170.2%
41000 · Grant Income - GOED	0.00	0.00	0.00	0.0%
Total Income	209,578.44	123,143.00	86,435.44	170.2%
Cost of Goods Sold				
50000 · Cost of Goods Sold				
50010 · NASA - Direct Costs	101,764.06	36,228.00	65,536.06	280.9%
50015 · NASA CRADA - Direct Costs	1,147.80			
50020 · Range Activity - Direct Costs				
66014 · Salary - Deputy Dir	7,750.80	7,800.00	-49.20	99.4%
50020 · Range Activity - Direct Costs - Other	19,680.75	24,000.00	-4,319.25	82.0%
Total 50020 · Range Activity - Direct Costs	27,431.55	31,800.00	-4,368.45	86.3%
50040 · Drone Training Program - Direct	0.00	0.00	0.00	0.0%
50000 · Cost of Goods Sold - Other	15,673.15			
Total 50000 · Cost of Goods Sold	146,016.56	68,028.00	77,988.56	214.6%
Total COGS	146,016.56	68,028.00	77,988.56	214.6%
Gross Profit	63,561.88	55,115.00	8,446.88	115.3%
Expense				
62100 · Professional Services				
62110 · Accounting Fees	2,000.00	2,000.00	0.00	100.0%
62140 · Legal Fees	5,000.00	5,000.00	0.00	100.0%
62150 · Outside Contract Services - SME	538.65	400.00	138.65	134.7%
62100 · Professional Services - Other	-5,000.00			
Total 62100 · Professional Services	2,538.65	7,400.00	-4,861.35	34.3%
63000 · Marketing & Advertising				
60900 · Customer Development	71.70	200.00	-128.30	35.9%
63010 · Website, Hosting, SEO	336.64	1,000.00	-663.36	33.7%
63020 · Collateral, Ads, Digital	870.00	1,000.00	-130.00	87.0%
63030 · Membership & Trade Shows	4,595.00	300.00	4,295.00	1,531.7%
Total 63000 · Marketing & Advertising	5,873.34	2,500.00	3,373.34	234.9%
64500 · Depreciation Expense	531.00			
65000 · Operations				
65001 · Facilities and Equipment				
65005 · Rent & Costs	192.00	200.00	-8.00	96.0%
Total 65001 · Facilities and Equipment	192.00	200.00	-8.00	96.0%
65008 · Interest Expense	101.49			
65009 · Bank Charges	38.00			
65010 · Books, Subscriptions, Reference	138.74	200.00	-61.26	69.4%
65020 · Postage, Mailing Service	0.00	200.00	-200.00	0.0%
65040 · Flight Supplies	24.45	600.00	-575.55	4.1%
65045 · Office Supplies	1,570.99	300.00	1,270.99	523.7%
65050 · Telephone, Telecommunications	750.49	1,000.00	-249.51	75.0%
65060 · Flight Data Processing	0.00	200.00	-200.00	0.0%
65080 · Small Equipment	0.00	200.00	-200.00	0.0%
65100 · Insurances				
65120 · Aviation Insurance	1,241.67	1,250.00	-8.33	99.3%
65130 · GL Insurance	0.00	500.00	-500.00	0.0%
65160 · Other Insurance	798.26	100.00	698.26	798.3%
Total 65100 · Insurances	2,039.93	1,850.00	189.93	110.3%
Total 65000 · Operations	4,856.09	4,750.00	106.09	102.2%

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	Mar 18	Budget	\$ Over Budget	% of Budget
66000 · Payroll Expenses				
66011 · Salary - Ex. Director	9,688.50	9,700.00	-11.50	99.9%
66012 · Salary - Business Dev Dir	7,721.86	9,100.00	-1,378.14	84.9%
66013 · Salary - Operations Manager	4,245.72			
66015 · Salary - Deputy Dir	0.00	7,800.00	-7,800.00	0.0%
66030 · Employee Benefits	-108.00			
66031 · Workers Comp	368.47	400.00	-31.53	92.1%
66032 · Unemployment insurance	790.32	200.00	590.32	395.2%
66033 · Medical/Dental/Vision Insurance	1,185.22	1,800.00	-614.78	65.8%
66034 · Retirement & Other Benefits	702.00	800.00	-98.00	87.8%
66035 · Payroll Processing Fee	0.00	500.00	-500.00	0.0%
Total 66000 · Payroll Expenses	24,594.09	30,300.00	-5,705.91	81.2%
68300 · Travel	6,957.41	4,000.00	2,957.41	173.9%
Total Expense	45,350.58	48,950.00	-3,599.42	92.6%
Net Ordinary Income	18,211.30	6,165.00	12,046.30	295.4%
Net Income	18,211.30	6,165.00	12,046.30	295.4%