

Nevada Institute for Autonomous Systems

Profit & Loss

July 2017 through March 2018

	Jul 17	Aug 17	Sep 17	Oct 17	Nov 17	Dec 17	Jan 18	Feb 18	Mar 18	TOTAL
Ordinary Income/Expense										
Income										
40000 · Revenue										
40010 · NASA Contract - IDIQ	0.00	0.00	0.00	73,502.53	40,426.35	38,950.46	90,764.81	76,843.48	148,119.08	468,606.71
40015 · NASA Contract - CRADA	11,576.54	0.00	0.00	26,929.88	0.00	0.00	11,493.58	0.00	0.00	50,000.00
40020 · Range Activity/Service Fees										
40021 · Range Activity - UASIPP	0.00	0.00	0.00	0.00	0.00	11,546.40	30,000.00	0.00	18,453.60	60,000.00
40022 · Range Activity - ILOT	0.00	0.00	0.00	0.00	0.00	0.00	0.00	12,678.94	40,584.56	53,263.50
40020 · Range Activity/Service Fees - Other	30,000.00	35,576.37	12,268.00	31,020.00	27,527.06	6,724.83	12,132.45	12,432.23	2,421.20	170,102.14
Total 40020 · Range Activity/Service Fees	30,000.00	35,576.37	12,268.00	31,020.00	27,527.06	18,271.23	42,132.45	25,111.17	61,459.36	283,365.64
40025 · NODES	0.00	3,600.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	3,600.00
40040 · Drone Training Program	0.00	0.00	0.00	0.00	4,470.00	0.00	1,490.00	1,490.00	0.00	7,450.00
Total 40000 · Revenue	41,576.54	39,176.37	12,268.00	131,452.41	72,423.41	57,221.69	145,880.84	103,444.65	209,578.44	813,022.35
41000 · Grant Income - GOED	0.00	165,000.00	0.00	0.00	0.00	165,000.00	0.00	0.00	0.00	330,000.00
46400 · Other Types of Income	0.00	0.00	0.00	0.00	0.00	0.00	0.00	999.00	0.00	999.00
Total Income	41,576.54	204,176.37	12,268.00	131,452.41	72,423.41	222,221.69	145,880.84	104,443.65	209,578.44	1,144,021.35
Cost of Goods Sold										
50000 · Cost of Goods Sold										
50010 · NASA - Direct Costs	4,005.00	24,341.00	10,491.56	14,324.65	29,239.18	28,171.72	65,647.50	60,944.71	101,764.06	338,929.38
50015 · NASA CRADA - Direct Costs	4,558.79	1,507.80	2,366.15	4,418.80	997.80	667.80	7,947.80	1,147.80	1,147.80	24,760.54
50020 · Range Activity - Direct Costs										
50021 · UASIPP Range Activity Costs	0.00	0.00	0.00	0.00	0.00	11,546.40	0.00	0.00	0.00	11,546.40
66014 · Salary - Deputy Dir	7,750.80	11,626.20	7,750.80	7,750.80	7,750.80	11,626.20	7,750.80	7,750.80	7,750.80	77,508.00
50020 · Range Activity - Direct Costs - Other	9,136.82	8,383.73	8,244.66	3,746.29	10,549.07	9,552.11	2,277.69	7,137.33	19,680.75	78,708.45
Total 50020 · Range Activity - Direct Costs	16,887.62	20,009.93	15,995.46	11,497.09	18,299.87	32,724.71	10,028.49	14,888.13	27,431.55	167,762.85
50040 · Drone Training Program - Direct	150.00	1,300.00	3,595.86	0.00	2,535.00	0.00	2,540.00	0.00	0.00	10,120.86
50000 · Cost of Goods Sold - Other	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	15,673.15	15,673.15
Total 50000 · Cost of Goods Sold	25,601.41	47,158.73	32,449.03	30,240.54	51,071.85	61,564.23	86,163.79	76,980.64	146,016.56	557,246.78
Total COGS	25,601.41	47,158.73	32,449.03	30,240.54	51,071.85	61,564.23	86,163.79	76,980.64	146,016.56	557,246.78
Gross Profit	15,975.13	157,017.64	-20,181.03	101,211.87	21,351.56	160,657.46	59,717.05	27,463.01	63,561.88	586,774.57
Expense										
62100 · Professional Services										
62110 · Accounting Fees	475.00	0.00	6,250.00	6,000.00	2,000.00	2,000.00	2,000.00	2,000.00	2,000.00	22,725.00
62140 · Legal Fees	5,200.00	5,000.00	5,000.00	5,000.00	5,000.00	5,000.00	5,000.00	5,000.00	5,000.00	45,200.00
62150 · Outside Contract Services - SME	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	538.65	538.65
62100 · Professional Services - Other	0.00	1,055.52	438.33	0.00	538.50	0.00	2,708.00	0.00	-5,000.00	-259.65
Total 62100 · Professional Services	5,675.00	6,055.52	11,688.33	11,000.00	7,538.50	7,000.00	9,708.00	7,000.00	2,538.65	68,204.00
63000 · Marketing & Advertising										
60900 · Customer Development	186.48	221.37	74.10	160.39	365.67	0.00	557.07	106.56	71.70	1,743.34
63010 · Website, Hosting, SEO	2,625.00	90.00	1,650.00	40.02	1,942.61	1,764.83	710.22	2,468.71	336.64	11,628.03
63020 · Collateral, Ads, Digital	85.26	60.00	1,966.98	3,651.75	3,631.72	500.00	175.00	0.00	870.00	10,940.71
63030 · Membership & Trade Shows	0.00	5,617.88	0.00	599.00	0.00	0.00	148.20	0.00	4,595.00	10,960.08
Total 63000 · Marketing & Advertising	2,896.74	5,989.25	3,691.08	4,451.16	5,940.00	2,264.83	1,590.49	2,575.27	5,873.34	35,272.16
64500 · Depreciation Expense	0.00	0.00	0.00	0.00	2,229.00	456.00	455.00	515.00	531.00	4,186.00
64600 · Gain/Loss on disposal of assets	0.00	0.00	0.00	0.00	0.00	1,503.25	0.00	0.00	0.00	1,503.25
65000 · Operations										
65001 · Facilities and Equipment										
65005 · Rent & Costs	112.00	112.00	112.00	112.00	112.00	112.00	112.00	112.00	192.00	1,088.00
Total 65001 · Facilities and Equipment	112.00	112.00	112.00	112.00	112.00	112.00	112.00	112.00	192.00	1,088.00

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65008 · Interest Expense	0.00	117.70	40.00	61.33	159.99	40.00	0.00	0.00	101.49	520.51
65009 · Bank Charges	10.00	0.10	0.00	10.00	0.00	0.00	10.00	10.00	38.00	78.10
65010 · Books, Subscriptions, Reference	201.23	140.73	124.99	124.99	124.99	178.62	147.14	519.22	138.74	1,700.65
65020 · Postage, Mailing Service	81.26	0.00	0.00	149.83	0.00	156.63	0.00	92.87	0.00	480.59
65025 · Business Registration Fees	0.00	0.00	0.00	534.00	-184.80	0.00	0.00	0.00	0.00	349.20
65040 · Flight Supplies	315.85	29.95	0.00	14.45	0.00	22.20	22.20	15.50	24.45	444.60
65045 · Office Supplies	3,133.77	178.94	436.05	194.85	426.20	593.20	74.05	447.92	1,570.99	7,055.97
65050 · Telephone, Telecommunications	472.11	506.93	573.16	716.24	433.01	417.90	575.80	1,414.87	750.49	5,860.51
65060 · Flight Data Processing	200.00	0.00	0.00	0.00	0.00	0.00	0.00	82.50	0.00	282.50
65070 · IT Support	1,368.75	236.25	523.13	725.23	63.75	887.75	942.57	2,025.00	0.00	6,772.43
65100 · Insurances										
65120 · Aviation Insurance	4,251.81	1,353.67	1,353.67	0.00	1,241.67	1,241.67	1,241.67	1,241.67	1,241.67	13,167.50
65160 · Other Insurance	0.00	717.26	717.26	798.22	798.22	798.26	798.26	798.26	798.26	6,224.00
Total 65100 · Insurances	4,251.81	2,070.93	2,070.93	798.22	2,039.89	2,039.93	2,039.93	2,039.93	2,039.93	19,391.50
Total 65000 · Operations	10,146.78	3,393.53	3,880.26	3,441.14	3,175.03	4,448.23	3,923.69	6,759.81	4,856.09	44,024.56
66000 · Payroll Expenses										
66011 · Salary - Ex. Director	8,972.22	14,890.88	9,688.50	9,688.50	9,688.50	14,532.75	9,688.50	9,688.50	9,688.50	96,526.85
66012 · Salary - Business Dev Dir	8,569.61	12,836.46	7,384.64	6,210.60	6,210.58	9,315.88	11,510.44	8,077.95	7,721.86	77,838.02
66013 · Salary - Operations Manager	5,589.52	9,315.88	3,105.30	0.00	0.00	0.00	0.00	1,123.28	4,245.72	23,379.70
66030 · Employee Benefits	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	-108.00	-108.00
66031 · Workers Comp	78.26	89.44	331.68	-783.32	70.44	105.66	35.22	82.18	368.47	378.03
66032 · Unemployment insurance	236.88	355.32	236.88	129.00	0.00	329.54	807.58	744.03	790.32	3,629.55
66033 · Medical/Dental/Vision Insurance	2,578.89	4,009.45	805.43	782.58	1,559.62	2,339.43	1,650.57	1,640.12	1,185.22	16,551.31
66034 · Retirement & Other Benefits	1,729.06	1,032.35	1,647.08	659.08	1,527.83	556.62	659.08	1,581.48	702.00	10,094.58
66040 · Flight Operations Support	0.00	0.00	600.00	0.00	0.00	0.00	0.00	0.00	0.00	600.00
Total 66000 · Payroll Expenses	27,754.44	42,529.78	23,799.51	16,686.44	19,056.97	27,179.88	24,351.39	22,937.54	24,594.09	228,890.04
68300 · Travel	1,083.66	0.00	0.00	3,278.99	2,218.39	0.00	613.75	78.32	6,957.41	14,230.52
Total Expense	47,556.62	57,968.08	43,059.18	38,857.73	40,157.89	42,852.19	40,642.32	39,865.94	45,350.58	396,310.53
Net Ordinary Income	-31,581.49	99,049.56	-63,240.21	62,354.14	-18,806.33	117,805.27	19,074.73	-12,402.93	18,211.30	190,464.04
Other Income/Expense										
Other Expense										
80000 · Ask My Accountant	1,922.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	1,922.00
Total Other Expense	1,922.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	1,922.00
Net Other Income	-1,922.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	-1,922.00
Net Income	-33,503.49	99,049.56	-63,240.21	62,354.14	-18,806.33	117,805.27	19,074.73	-12,402.93	18,211.30	188,542.04