

Nevada Institute for Autonomous Systems
Profit & Loss by Class
 July 2017 through March 2018

	542	CRADA	ILOT	Operating - NCAM	Operating - NIAS	VEA	Unclassified	TOTAL
Ordinary Income/Expense								
Income								
40000 · Revenue								
40010 · NASA Contract - IDIQ	0.00	0.00	0.00	0.00	468,606.71	0.00	0.00	468,606.71
40015 · NASA Contract - CRADA	0.00	50,000.00	0.00	0.00	0.00	0.00	0.00	50,000.00
40020 · Range Activity/Service Fees								
40021 · Range Activity - UASIPP	0.00	0.00	0.00	0.00	60,000.00	0.00	0.00	60,000.00
40022 · Range Activity - ILOT	0.00	0.00	53,263.50	0.00	0.00	0.00	0.00	53,263.50
40020 · Range Activity/Service Fees - Other	92,296.26	0.00	0.00	0.00	59,052.45	18,753.43	0.00	170,102.14
Total 40020 · Range Activity/Service Fees	92,296.26	0.00	53,263.50	0.00	119,052.45	18,753.43	0.00	283,365.64
40025 · NODES	0.00	0.00	0.00	0.00	3,600.00	0.00	0.00	3,600.00
40040 · Drone Training Program	0.00	0.00	0.00	0.00	7,450.00	0.00	0.00	7,450.00
Total 40000 · Revenue	92,296.26	50,000.00	53,263.50	0.00	598,709.16	18,753.43	0.00	813,022.35
41000 · Grant Income - GOED	0.00	0.00	0.00	0.00	330,000.00	0.00	0.00	330,000.00
46400 · Other Types of Income	0.00	0.00	0.00	0.00	999.00	0.00	0.00	999.00
Total Income	92,296.26	50,000.00	53,263.50	0.00	929,708.16	18,753.43	0.00	1,144,021.35
Cost of Goods Sold								
50000 · Cost of Goods Sold								
50010 · NASA - Direct Costs	0.00	0.00	0.00	12,000.00	326,929.38	0.00	0.00	338,929.38
50015 · NASA CRADA - Direct Costs	0.00	7,194.40	0.00	0.00	17,566.14	0.00	0.00	24,760.54
50020 · Range Activity - Direct Costs								
50021 · UASIPP Range Activity Costs	0.00	0.00	0.00	0.00	11,546.40	0.00	0.00	11,546.40
66014 · Salary - Deputy Dir	0.00	0.00	0.00	0.00	77,508.00	0.00	0.00	77,508.00
50020 · Range Activity - Direct Costs - Other	23,942.01	0.00	24,744.95	0.00	28,590.36	1,431.13	0.00	78,708.45
Total 50020 · Range Activity - Direct Costs	23,942.01	0.00	24,744.95	0.00	117,644.76	1,431.13	0.00	167,762.85
50040 · Drone Training Program - Direct	0.00	0.00	0.00	0.00	10,120.86	0.00	0.00	10,120.86
50000 · Cost of Goods Sold - Other	0.00	0.00	0.00	0.00	15,673.15	0.00	0.00	15,673.15
Total 50000 · Cost of Goods Sold	23,942.01	7,194.40	24,744.95	12,000.00	487,934.29	1,431.13	0.00	557,246.78
Total COGS	23,942.01	7,194.40	24,744.95	12,000.00	487,934.29	1,431.13	0.00	557,246.78
Gross Profit	68,354.25	42,805.60	28,518.55	-12,000.00	441,773.87	17,322.30	0.00	586,774.57
Expense								
62100 · Professional Services								
62110 · Accounting Fees	0.00	0.00	0.00	0.00	22,725.00	0.00	0.00	22,725.00
62140 · Legal Fees	0.00	0.00	0.00	0.00	45,200.00	0.00	0.00	45,200.00
62150 · Outside Contract Services - SME	0.00	0.00	0.00	0.00	538.65	0.00	0.00	538.65
62100 · Professional Services - Other	0.00	0.00	0.00	0.00	-259.65	0.00	0.00	-259.65
Total 62100 · Professional Services	0.00	0.00	0.00	0.00	68,204.00	0.00	0.00	68,204.00
63000 · Marketing & Advertising								
60900 · Customer Development	0.00	0.00	0.00	0.00	1,743.34	0.00	0.00	1,743.34
63010 · Website, Hosting, SEO	0.00	0.00	0.00	0.00	11,628.03	0.00	0.00	11,628.03
63020 · Collateral, Ads, Digital	0.00	0.00	0.00	0.00	10,940.71	0.00	0.00	10,940.71
63030 · Membership & Trade Shows	0.00	0.00	0.00	0.00	10,960.08	0.00	0.00	10,960.08
Total 63000 · Marketing & Advertising	0.00	0.00	0.00	0.00	35,272.16	0.00	0.00	35,272.16
64500 · Depreciation Expense	0.00	0.00	0.00	0.00	4,186.00	0.00	0.00	4,186.00
64600 · Gain/Loss on disposal of assets	0.00	0.00	0.00	0.00	1,503.25	0.00	0.00	1,503.25
65000 · Operations								
65001 · Facilities and Equipment								
65005 · Rent & Costs	0.00	0.00	0.00	0.00	1,088.00	0.00	0.00	1,088.00
Total 65001 · Facilities and Equipment	0.00	0.00	0.00	0.00	1,088.00	0.00	0.00	1,088.00

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65008 · Interest Expense	0.00	0.00	0.00	0.00	520.51	0.00	0.00	520.51
65009 · Bank Charges	0.00	0.00	0.00	0.00	78.10	0.00	0.00	78.10
65010 · Books, Subscriptions, Reference	0.00	0.00	0.00	0.00	1,700.65	0.00	0.00	1,700.65
65020 · Postage, Mailing Service	0.00	0.00	0.00	0.00	480.59	0.00	0.00	480.59
65025 · Business Registration Fees	0.00	0.00	0.00	0.00	349.20	0.00	0.00	349.20
65040 · Flight Supplies	0.00	0.00	0.00	0.00	444.60	0.00	0.00	444.60
65045 · Office Supplies	0.00	0.00	0.00	0.00	7,055.98	0.00	-0.01	7,055.97
65050 · Telephone, Telecommunications	0.00	0.00	0.00	0.00	5,860.51	0.00	0.00	5,860.51
65060 · Flight Data Processing	0.00	0.00	0.00	0.00	282.50	0.00	0.00	282.50
65070 · IT Support	0.00	0.00	0.00	0.00	6,772.43	0.00	0.00	6,772.43
65100 · Insurances								
65120 · Aviation Insurance	0.00	0.00	0.00	0.00	13,167.50	0.00	0.00	13,167.50
65160 · Other Insurance	0.00	0.00	0.00	0.00	6,224.00	0.00	0.00	6,224.00
Total 65100 · Insurances	0.00	0.00	0.00	0.00	19,391.50	0.00	0.00	19,391.50
Total 65000 · Operations	0.00	0.00	0.00	0.00	44,024.57	0.00	-0.01	44,024.56
66000 · Payroll Expenses								
66011 · Salary - Ex. Director	0.00	0.00	0.00	0.00	96,526.85	0.00	0.00	96,526.85
66012 · Salary - Business Dev Dir	0.00	0.00	0.00	0.00	77,838.02	0.00	0.00	77,838.02
66013 · Salary - Operations Manager	0.00	0.00	0.00	0.00	23,379.70	0.00	0.00	23,379.70
66030 · Employee Benefits	0.00	0.00	0.00	0.00	-108.00	0.00	0.00	-108.00
66031 · Workers Comp	0.00	0.00	0.00	0.00	378.03	0.00	0.00	378.03
66032 · Unemployment insurance	0.00	0.00	0.00	0.00	3,629.55	0.00	0.00	3,629.55
66033 · Medical/Dental/Vision Insurance	0.00	0.00	0.00	0.00	16,551.31	0.00	0.00	16,551.31
66034 · Retirement & Other Benefits	0.00	0.00	0.00	0.00	10,094.58	0.00	0.00	10,094.58
66040 · Flight Operations Support	0.00	0.00	0.00	0.00	600.00	0.00	0.00	600.00
Total 66000 · Payroll Expenses	0.00	0.00	0.00	0.00	228,890.04	0.00	0.00	228,890.04
68300 · Travel	0.00	0.00	0.00	0.00	14,230.52	0.00	0.00	14,230.52
Total Expense	0.00	0.00	0.00	0.00	396,310.54	0.00	-0.01	396,310.53
Net Ordinary Income	68,354.25	42,805.60	28,518.55	-12,000.00	45,463.33	17,322.30	0.01	190,464.04
Other Income/Expense								
Other Expense								
80000 · Ask My Accountant	0.00	0.00	0.00	0.00	1,922.00	0.00	0.00	1,922.00
Total Other Expense	0.00	0.00	0.00	0.00	1,922.00	0.00	0.00	1,922.00
Net Other Income	0.00	0.00	0.00	0.00	-1,922.00	0.00	0.00	-1,922.00
Net Income	68,354.25	42,805.60	28,518.55	-12,000.00	43,541.33	17,322.30	0.01	188,542.04