

Nevada Institute for Autonomous Systems
Profit & Loss Budget vs. Actual
 July 2017 through March 2018

	Jul '17 - Mar 18	Budget	\$ Over Budget	% of Budget
Ordinary Income/Expense				
Income				
40000 · Revenue				
40010 · NASA Contract - IDIQ	468,606.71	474,858.00	-6,251.29	98.7%
40015 · NASA Contract - CRADA	50,000.00	50,000.00	0.00	100.0%
40020 · Range Activity/Service Fees				
40021 · Range Activity - UASIPP	60,000.00			
40022 · Range Activity - ILOT	53,263.50			
40020 · Range Activity/Service Fees - Other	170,102.14	345,000.00	-174,897.86	49.3%
Total 40020 · Range Activity/Service Fees	283,365.64	345,000.00	-61,634.36	82.1%
40025 · NODES	3,600.00	0.00	3,600.00	100.0%
40040 · Drone Training Program	7,450.00	38,000.00	-30,550.00	19.6%
Total 40000 · Revenue	813,022.35	907,858.00	-94,835.65	89.6%
41000 · Grant Income - GOED	330,000.00	165,000.00	165,000.00	200.0%
46400 · Other Types of Income				
46430 · Consultation Fees	0.00	5,000.00	-5,000.00	0.0%
46400 · Other Types of Income - Other	999.00			
Total 46400 · Other Types of Income	999.00	5,000.00	-4,001.00	20.0%
Total Income	1,144,021.35	1,077,858.00	66,163.35	106.1%
Cost of Goods Sold				
50000 · Cost of Goods Sold				
50010 · NASA - Direct Costs	338,929.38	262,368.00	76,561.38	129.2%
50015 · NASA CRADA - Direct Costs	24,760.54	50,000.00	-25,239.46	49.5%
50020 · Range Activity - Direct Costs				
50021 · UASIPP Range Activity Costs	11,546.40			
66014 · Salary - Deputy Dir	77,508.00	70,200.00	7,308.00	110.4%
50020 · Range Activity - Direct Costs - Other	78,708.45	186,000.00	-107,291.55	42.3%
Total 50020 · Range Activity - Direct Costs	167,762.85	256,200.00	-88,437.15	65.5%
50025 · NODES - Direct Costs	0.00	0.00	0.00	0.0%
50040 · Drone Training Program - Direct	10,120.86	5,500.00	4,620.86	184.0%
50000 · Cost of Goods Sold - Other	15,673.15			
Total 50000 · Cost of Goods Sold	557,246.78	574,068.00	-16,821.22	97.1%
Total COGS	557,246.78	574,068.00	-16,821.22	97.1%
Gross Profit	586,774.57	503,790.00	82,984.57	116.5%
Expense				
62100 · Professional Services				
62110 · Accounting Fees	22,725.00	18,000.00	4,725.00	126.3%
62140 · Legal Fees	45,200.00	45,000.00	200.00	100.4%
62150 · Outside Contract Services - SME	538.65	3,600.00	-3,061.35	15.0%
62100 · Professional Services - Other	-259.65			
Total 62100 · Professional Services	68,204.00	66,600.00	1,604.00	102.4%
63000 · Marketing & Advertising				
60900 · Customer Development	1,743.34	1,800.00	-56.66	96.9%
63010 · Website, Hosting, SEO	11,628.03	10,000.00	1,628.03	116.3%
63020 · Collateral, Ads, Digital	10,940.71	8,500.00	2,440.71	128.7%
63030 · Membership & Trade Shows	10,960.08	15,200.00	-4,239.92	72.1%
Total 63000 · Marketing & Advertising	35,272.16	35,500.00	-227.84	99.4%
64500 · Depreciation Expense	4,186.00			
64600 · Gain/Loss on disposal of assets	1,503.25			
65000 · Operations				
65001 · Facilities and Equipment				
65005 · Rent & Costs	1,088.00	5,700.00	-4,612.00	19.1%
Total 65001 · Facilities and Equipment	1,088.00	5,700.00	-4,612.00	19.1%

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65008 · Interest Expense	520.51			
65009 · Bank Charges	78.10			
65010 · Books, Subscriptions, Reference	1,700.65	1,800.00	-99.35	94.5%
65020 · Postage, Mailing Service	480.59	2,100.00	-1,619.41	22.9%
65025 · Business Registration Fees	349.20			
65040 · Flight Supplies	444.60	3,600.00	-3,155.40	12.4%
65045 · Office Supplies	7,055.97	2,300.00	4,755.97	306.8%
65050 · Telephone, Telecommunications	5,860.51	9,000.00	-3,139.49	65.1%
65060 · Flight Data Processing	282.50	1,800.00	-1,517.50	15.7%
65070 · IT Support	6,772.43			
65080 · Small Equipment	0.00	1,600.00	-1,600.00	0.0%
65100 · Insurances				
65120 · Aviation Insurance	13,167.50	11,850.00	1,317.50	111.1%
65130 · GL Insurance	0.00	4,500.00	-4,500.00	0.0%
65160 · Other Insurance	6,224.00	900.00	5,324.00	691.6%
Total 65100 · Insurances	19,391.50	17,250.00	2,141.50	112.4%
Total 65000 · Operations	44,024.56	45,150.00	-1,125.44	97.5%
66000 · Payroll Expenses				
66010 · Payroll	0.00	0.00	0.00	0.0%
66011 · Salary - Ex. Director	96,526.85	84,150.00	12,376.85	114.7%
66012 · Salary - Business Dev Dir	77,838.02	72,000.00	5,838.02	108.1%
66013 · Salary - Operations Manager	23,379.70	15,000.00	8,379.70	155.9%
66015 · Salary - Deputy Dir	0.00	34,215.00	-34,215.00	0.0%
66020 · Payroll Taxes, Burden & Fees	0.00	0.00	0.00	0.0%
66030 · Employee Benefits	-108.00	0.00	-108.00	100.0%
66031 · Workers Comp	378.03	3,600.00	-3,221.97	10.5%
66032 · Unemployment insurance	3,629.55	1,800.00	1,829.55	201.6%
66033 · Medical/Dental/Vision Insurance	16,551.31	15,100.00	1,451.31	109.6%
66034 · Retirement & Other Benefits	10,094.58	6,900.00	3,194.58	146.3%
66035 · Payroll Processing Fee	0.00	4,500.00	-4,500.00	0.0%
66040 · Flight Operations Support	600.00			
Total 66000 · Payroll Expenses	228,890.04	237,265.00	-8,374.96	96.5%
68300 · Travel	14,230.52	37,900.00	-23,669.48	37.5%
Total Expense	396,310.53	422,415.00	-26,104.47	93.8%
Net Ordinary Income	190,464.04	81,375.00	109,089.04	234.1%
Other Income/Expense				
Other Expense				
80000 · Ask My Accountant	1,922.00			
Total Other Expense	1,922.00			
Net Other Income	-1,922.00	0.00	-1,922.00	100.0%
Net Income	188,542.04	81,375.00	107,167.04	231.7%