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| Product Cost |    |                              |            |           |           |          |          |          |            |   |   |   |
|--------------|----|------------------------------|------------|-----------|-----------|----------|----------|----------|------------|---|---|---|
| 1            | 2  | A                            | B          | C         | D         | E        | F        | G        | H          | I | J | K |
|              | 1  |                              | Period 1   | Period 2  | Period 3  | Period 4 | Period 5 | Period 6 | Total      |   |   |   |
|              | 2  | Revenues                     |            |           |           |          |          |          |            |   |   |   |
| +            | 18 | Total Revenues               | 106,989.52 | 85,639.31 | 94,687.84 | 100.00   | 100.00   | 100.00   | 287,616.67 |   |   |   |
|              | 19 |                              |            |           |           |          |          |          |            |   |   |   |
|              | 20 |                              |            |           |           |          |          |          |            |   |   |   |
|              | 21 | Cost of Sales                |            |           |           |          |          |          |            |   |   |   |
|              | 22 | Product Cost                 | 0.00       | 0.00      | (68.50)   | 0.00     | 0.00     | 0.00     | (68.50)    |   |   |   |
|              | 23 | Product Cost - Aviary        | 16,611.35  | 2,132.30  | 2,133.70  | 0.00     | 0.00     | 0.00     | 20,877.35  |   |   |   |
|              | 24 | Product Cost - Books         | 497.10     | 1,850.00  | 14.27     | 0.00     | 0.00     | 0.00     | 2,361.37   |   |   |   |
|              | 25 | Product Cost - Equipment     | 10,286.65  | 6,469.85  | 12,794.00 | 0.00     | 0.00     | 0.00     | 29,550.50  |   |   |   |
|              | 26 | Product Cost - Food/Fert     | 1,108.29   | 552.95    | 466.30    | 0.00     | 0.00     | 0.00     | 2,127.54   |   |   |   |
|              | 27 | Product Cost - Hand Tools    | 1,261.25   | 1,265.45  | 287.15    | 0.00     | 0.00     | 0.00     | 2,813.85   |   |   |   |
|              | 28 | Product Cost - Pots          | 71.75      | 203.25    | 3,148.60  | 0.00     | 0.00     | 0.00     | 3,423.60   |   |   |   |
|              | 29 | Product Cost - Seeds         | 149.30     | 2,716.90  | 584.45    | 0.00     | 0.00     | 0.00     | 3,450.65   |   |   |   |
|              | 30 | Product Cost - Soil          | 382.50     | 3,382.75  | 310.72    | 0.00     | 0.00     | 0.00     | 4,075.97   |   |   |   |
|              | 31 | Direct Labor - Nursery       | 0.00       | 1,312.50  | 1,750.00  | 0.00     | 0.00     | 0.00     | 3,062.50   |   |   |   |
|              | 32 | Materials Cost               | 0.00       | 0.00      | 1,352.45  | 0.00     | 0.00     | 0.00     | 1,352.45   |   |   |   |
|              | 33 | Materials Cost - Nursery     | 400.00     | 3,830.10  | 5,438.40  | 0.00     | 0.00     | 0.00     | 9,668.50   |   |   |   |
|              | 34 | Subcontractors - Landscaping | 0.00       | 0.00      | 335.50    | 0.00     | 0.00     | 0.00     | 335.50     |   |   |   |
|              | 35 |                              |            |           |           |          |          |          |            |   |   |   |
|              | 36 | Total Cost of Sales          | 30,768.19  | 23,716.05 | 28,547.04 | 0.00     | 0.00     | 0.00     | 83,031.28  |   |   |   |
|              | 37 |                              |            |           |           |          |          |          |            |   |   |   |
|              | 38 | Gross Profit                 | 76,221.33  | 61,923.26 | 66,140.80 | 100.00   | 100.00   | 100.00   | 204,585.39 |   |   |   |
|              | 39 |                              |            |           |           |          |          |          |            |   |   |   |
|              | 40 | Expenses                     |            |           |           |          |          |          |            |   |   |   |
|              | 41 | Freight                      | 0.00       | 50.00     | 0.00      | 0.00     | 0.00     | 0.00     | 50.00      |   |   |   |
|              | 42 | Advertising Expense          | 0.00       | 0.00      | 1,325.00  | 0.00     | 0.00     | 0.00     | 1,325.00   |   |   |   |
|              | 43 | Auto Expenses                | 0.00       | 0.00      | 274.56    | 0.00     | 0.00     | 0.00     | 274.56     |   |   |   |
|              | 44 | Bad Debt Expense             | 0.00       | 0.00      | 1,292.10  | 0.00     | 0.00     | 0.00     | 1,292.10   |   |   |   |
|              | 45 | Bank Charges                 | 0.00       | 0.00      | 18.00     | 0.00     | 0.00     | 0.00     | 18.00      |   |   |   |
|              | 46 | Depreciation Expense         | 2,818.56   | 2,814.14  | 2,761.20  | 0.00     | 0.00     | 0.00     | 8,393.90   |   |   |   |