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<tbody>
<tr>
<td>1</td>
<td>Revenue</td>
<td></td>
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<tr>
<td>2</td>
<td>Total Revenue</td>
<td>85,505,039</td>
<td>72,313,120</td>
<td>9,060,993</td>
<td>4,977,343</td>
<td>456,000</td>
<td>198,735</td>
<td>6,108,703</td>
<td>12,385</td>
<td>438,851</td>
<td>51,1</td>
<td>50,594</td>
<td>1,456,075</td>
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<tr>
<td>3</td>
<td>Net Revenue</td>
<td>85,505,039</td>
<td>72,313,120</td>
<td>9,060,993</td>
<td>4,977,343</td>
<td>456,000</td>
<td>198,735</td>
<td>6,108,703</td>
<td>12,385</td>
<td>438,851</td>
<td>51,1</td>
<td>50,594</td>
<td>1,456,075</td>
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</tbody>
</table>

Expenses:

- **Cost of Goods Sold**
  - Material & labor (including labor overheads)
  - Labor Related
  - Other Corporate Related
  - Total Cost of Goods Sold

- **Indirect Overhead/Corporate Expense**
  - Labor Related
  - Other Corporate Related
  - Solution Center Costs
  - Total Indirect Overhead/Corporate Expense

- **Marketing Expense**
  - Promotional Program & Research
  - Marketing Supervision
  - Total Marketing Expense

- **Indirect Admin Expense**
  - Org & Office Admin
  - Program Amends
  - Total Indirect Admin Expense

- **Operational Expense**
  - Field Expense (Payroll)
  - Total Cost of Goods Sold

- **Total Indirect Administrative Expense**
  - Legal
  - Total Indirect Administrative Expense

- **Total Indirect Operations Expense**
  - Indirect IT/Infrastructure Expense

- **Indirect IT/Infrastructure Expense**
  - SAP
  - Other Corporate Related
  - Total Indirect IT/Infrastructure Expense

- **Total Indirect Costs**
  - Total Indirect Costs

- **Total Indirect Expenses**
  - Indirect Expenses:

- **Indirect Operational Expense**
  - Small Tools
  - Training
  - Total Indirect Operational Expense

- **Indirect Admin Expense**
  - Billing
  - Total Indirect Admin Expense

- **Total Indirect Expenses**

- **Total Expenses**

- **Total Revenues**

**Note:**

1. Future year revenues, expenses, and margins are expected to remain flat and be consistent with 2018 results.
2. A separate Balance Sheet, Income Statement, Trial Balance or General Ledger is not available for VAPS programs.