

Cleveland Whiskey LLC
Income Statement
Unaudited Financials



	June YTD 2018	June YTD 2017	Difference from 2017 YTD	
			\$	%
<i>Total Revenue</i>	751,494	666,980	84,514	12.7%
<i>Total Cost of Goods Sold</i>	312,842	300,554	(12,289)	-4.1%
Gross Margin	\$ 438,652	\$ 366,426	\$ 72,225	19.7%
<i>Margin Percentage</i>	58%	55%		+3 points
<i>Total Selling Expense</i>	342,376	99,275	(243,102)	-244.9%
<i>Total Marketing Expense</i>	93,097	177,724	84,627	47.6%
<i>Total G&A Expense</i>	167,624	230,853	63,229	27.4%
Federal Excise Taxes	12,089	62,810	50,721	80.8%
Interest Expense	18,021	13,156	(4,865)	-37.0%
Total Operating Expenses	633,209	583,819	(49,390)	-8.5%
Net Income (Loss)	<u>\$ (194,557)</u>	<u>\$ (217,392)</u>	\$ 22,835	11%

Certain amounts previously reported have been reclassified to conform with current year presentation