



Consolidated Statement of Revenues and Expenses

For the Years Ended June 30, 2018 and 2017

	June 30,				Increase (Decrease)
	2018	%	2017	%	
OPERATING REVENUES					
Software Fees and Services	\$ 116,563,527	53.8	\$ 106,934,101	52.9	\$ 9,629,426
Professional Services	13,145,160	6.1	13,430,559	6.6	(285,399)
AMS	71,755,343	33.1	67,038,135	33.2	4,717,208
Other	15,256,750	7.0	14,821,864	7.3	434,886
Total Revenue	<u>\$ 216,720,780</u>	<u>100.0</u>	<u>\$ 202,224,659</u>	<u>100.0</u>	<u>\$ 14,496,121</u>
Less: Cost of Revenue	<u>68,515,838</u>	<u>31.6</u>	<u>64,164,713</u>	<u>31.7</u>	<u>4,351,125</u>
GROSS MARGIN	<u>\$ 148,204,942</u>	<u>68.4</u>	<u>\$ 138,059,946</u>	<u>68.3</u>	<u>\$ 10,144,996</u>
OPERATING EXPENSES					
Salaries	\$ 84,333,587	38.8	\$ 77,730,235	38.6	\$ 6,603,352
Payroll Taxes	6,467,309	3.0	5,886,589	2.9	580,720
Benefits	25,872,166	11.9	23,904,874	11.8	1,967,292
Contract Programming/Consultants	495,521	0.2	521,116	0.3	(25,595)
Travel and Sales	3,980,370	1.8	3,501,546	1.7	478,824
Education	534,013	0.2	514,689	0.3	19,324
Equipment and Software Expense	6,957,609	3.2	6,718,750	3.3	238,859
Communications	1,243,466	0.6	1,462,433	0.7	(218,967)
Building and Utilities	1,853,101	0.9	1,875,347	0.9	(22,246)
General	2,575,451	1.2	2,483,951	1.2	91,500
Amortization	466,976	0.2	800,530	0.4	(333,554)
Depreciation	3,704,535	1.7	3,538,443	1.7	166,092
Total Operating Expenses	<u>\$ 138,484,104</u>	<u>63.7</u>	<u>\$ 128,938,503</u>	<u>63.8</u>	<u>\$ 9,545,601</u>
NET MARGIN - BEFORE INTEREST	<u>\$ 9,720,838</u>	<u>4.7</u>	<u>\$ 9,121,443</u>	<u>4.5</u>	<u>\$ 599,395</u>
Interest Expense	<u>717,856</u>	<u>0.3</u>	<u>693,001</u>	<u>0.3</u>	<u>24,855</u>
NET OPERATING MARGIN	<u>\$ 9,002,982</u>	<u>4.4</u>	<u>\$ 8,428,442</u>	<u>4.2</u>	<u>\$ 574,540</u>
OTHER INCOME AND EXPENSE					
Interest	\$ 507,482	0.2	\$ 171,845	0.1	\$ 335,637
Loss from Affiliated Company	(121,746)	(0.1)	(183,152)	(0.1)	61,406
Disposition of Assets	2,500	0.0	16,471	0.0	(13,971)
	<u>\$ 388,236</u>	<u>0.1</u>	<u>\$ 5,164</u>	<u>0.0</u>	<u>\$ 383,072</u>
NET MARGIN BEFORE INCOME TAXES	<u>\$ 9,391,218</u>	<u>4.5</u>	<u>\$ 8,433,606</u>	<u>4.2</u>	<u>\$ 957,612</u>
Provision for Federal and State Income Taxes	<u>\$ 342,554</u>	<u>0.2</u>	<u>\$ 395,575</u>	<u>0.2</u>	<u>\$ (53,021)</u>
NET MARGIN	<u><u>\$ 9,048,664</u></u>	<u><u>4.3</u></u>	<u><u>\$ 8,038,031</u></u>	<u><u>4.0</u></u>	<u><u>\$ 1,010,633</u></u>