

## November 6, 2025

## State Fiscal Year 2026, as of October 2025

	July 2025	August 2025	September 2025	October 2025	November 2025	December 2025	January 2026	February 2026	March 2026	April 2026	May 2026	June 2026	Total
Budget Projection													
Gross Sales	27,096,065	25,623,552	21,084,002	20,792,933	20,252,084	24,345,166	17,713,339	16,944,310	16,582,895	17,432,712	21,945,829	20,966,294	250,779,180
Cost of Goods Sold	(17,829,000)	(16,860,000)	(13,873,000)	(13,682,000)	(13,326,000)	(16,019,000)	(11,655,000)	(11,149,000)	(10,912,000)	(11,471,000)	(14,440,000)	(13,796,000)	(165,012,000)
Warehousing & Distribution	(2,052,000)	(1,941,000)	(1,598,000)	(1,576,000)	(1,535,000)	(1,844,000)	(1,343,000)	(1,285,000)	(1,258,000)	(1,322,000)	(1,663,000)	(1,589,000)	(19,006,000)
Trade Marketing	-	-	-	-	-	-	-	-	-	-	-	-	-
Gross Profit	7,215,065	6,822,552	5,613,002	5,534,933	5,391,084	6,482,166	4,715,339	4,510,310	4,412,895	4,639,712	5,842,829	5,581,294	66,761,180
BABLO Operating Costs	(434,000)	(410,000)	(337,000)	(333,000)	(324,000)	(390,000)	(283,000)	(271,000)	(265,000)	(279,000)	(351,000)	(335,000)	(4,012,000)
DAFS Operating Costs	-	-	-	-	-	-	-	-	-	-	-	-	-
Operating Profit	6,781,065	6,412,552	5,276,002	5,201,933	5,067,084	6,092,166	4,432,339	4,239,310	4,147,895	4,360,712	5,491,829	5,246,294	62,749,180
Actual Performance													
Gross Sales	26,851,797	25,022,511	21,631,436	20,553,775	-	-	-	-	-	-	-	-	94,059,519
Cost of Goods Sold	(18,276,379)	(16,560,357)	(13,688,952)	(13,227,360)	-	-	-	-	-	-	-	-	(61,753,049)
Warehousing & Distribution	(1,970,377)	(1,775,337)	(1,526,078)	(1,501,577)	-	-	-	-	-	-	-	-	(6,773,369)
Trade Marketing	-	-	-	-	-	-	-	-	-	-	-	-	-
Gross Profit	6,605,040	6,686,817	6,416,406	5,824,838	-	-	-	-	-	-	-	-	25,533,101
BABLO Operating Costs	(351,199)	(264,988)	(189,439)	(647,915)	-	-	-	-	-	-	-	-	(1,453,541)
DAFS Operating Costs	-	-	-	-	-	-	-	-	-	-	-	-	-
Operating Profit	6,253,841	6,421,829	6,226,967	5,176,922	-	-	-	-	-	-	-	-	24,079,560
Variance													
Gross Sales	(244,268)	(601,041)	547,434	(239,158)	-	-	-	-	-	-	-	-	(537,033)
Cost of Goods Sold	(447,379)	299,643	184,048	454,640	-	-	-	-	-	-	-	-	490,951
Warehousing & Distribution	81,623	165,663	71,922	74,423	-	-	-	-	-	-	-	-	393,631
Trade Marketing	-	-	-	-	-	-	-	-	-	-	-	-	-
Gross Profit	(610,024)	(135,735)	803,404	289,905	-	-	-	-	-	-	-	-	347,549
BABLO Operating Costs	82,801	145,012	147,561	(314,915)	-	-	-	-	-	-	-	-	60,459
DAFS Operating Costs	-	-	-	-	-	-	-	-	-	-	-	-	-
Operating Profit	(527,223)	9,277	950,965	(25,011)	-	-	-	-	-	-	-	-	408,008
Transfer to Undedicated revenue													
Operating Profit	6,253,841	6,421,829	6,226,967	5,176,922	-	-	-	-	-	-	-	-	24,079,560
Outstanding Receivables	(1,890,571)	(1,019,750)	2,638,060	(447,399)	-	-	-	-	-	-	-	-	(719,661)
Other Adjustments	-	-	-	450,212	-	-	-	-	-	-	-	-	450,212
Transfer to Undedicated revenue	4,363,270	5,402,080	8,865,026	5,179,735	-	-	-	-	-	-	-	-	23,810,112
Performance Indicators													
Actual/Budget Indicators													
Sales	99.1%	97.7%	102.6%	98.8%									37.5%
COGS	102.5%	98.2%		96.7%									37.4%
Operating Profit	92.2%	100.1%	118.0%	99.5%									38.4%
Actual Performance Indicators													
COGS/Sales	68.1%	66.2%	63.3%	64.4%									65.7%
Operating Profit/Sales	23.3%	25.7%	28.8%	25.2%									25.6%