

## Prior Year Plus YTD Comparisons with Net Change in Dollars

1/1/2023 - 12/31/2023

GL#	All Divisions, Branches, Departments, and Groups	1/1/2023 - 12/31/2023	1/1/2022 - 12/31/2022	1/1/2023 - 12/31/2023	1/1/2022 - 12/31/2022	Net Change YTD 12/31/2023 vs 12/31/2022	
40000000	INCOME	85,494,459.50	75,072,772.68	85,494,459.50	75,072,772.68	10,421,686.82	13.9
50000000	SALES EXPENSE	2,205,851.70	2,179,636.28	2,205,851.70	2,179,636.28	26,215.42	1.2
60000000	ADMINISTRATIVE EXPENSE	70,850,494.50	61,718,299.84	70,850,494.50	61,718,299.84	9,132,194.66	14.8
	SALES & ADMINISTRATIVE EXPENSE	73,056,346.20	63,897,936.12	73,056,346.20	63,897,936.12	9,158,410.08	14.3
	Operating Profit (Loss)	12,438,113.30	11,174,836.56	12,438,113.30	11,174,836.56	1,263,276.74	11.3
70000000	OTHER INCOME	131,481.04	147,156.59	131,481.04	147,156.59	-15,675.55	-10.7
80000000	OTHER EXPENSE	766,974.41	1,409,956.72	766,974.41	1,409,956.72	-642,982.31	-45.6
	Pre-TAX Net Profit (Loss)	11,802,619.93	9,912,036.43	11,802,619.93	9,912,036.43	1,890,583.50	19.1
	Net Profit (Loss)	11,802,619.93	9,912,036.43	11,802,619.93	9,912,036.43	1,890,583.50	19.1