

Income and Expense Statement
Prior Year Plus YTD Comparisons with Net Change in Dollars
1/1/2024 - 12/31/2024

| GL# | All Divisions, Branches, Departments, and Groups | 1/1/2024 - 12/31/2024 | 1/1/2023 - 12/31/2023 | 1/1/2024 - 12/31/2024 | 1/1/2023 - 12/31/2023 | Net Change YTD 12/31/2024 vs 12/31/2023 | |
|----------|---|--------------------------|--------------------------|--------------------------|--------------------------|--|------|
| 40000000 | INCOME | 97,838,138.85 | 85,494,459.50 | 97,838,138.85 | 85,494,459.50 | 12,343,679.35 | 14.4 |
| 50000000 | SALES EXPENSE | 2,130,580.68 | 2,205,851.70 | 2,130,580.68 | 2,205,851.70 | -75,271.02 | -3.4 |
| 60000000 | ADMINISTRATIVE EXPENSE | 77,212,457.32 | 70,850,494.50 | 77,212,457.32 | 70,850,494.50 | 6,361,962.82 | 9.0 |
| | SALES & ADMINISTRATIVE EXPENSE | 79,343,038.00 | 73,056,346.20 | 79,343,038.00 | 73,056,346.20 | 6,286,691.80 | 8.6 |
| | Operating Profit (Loss) | 18,495,100.85 | 12,438,113.30 | 18,495,100.85 | 12,438,113.30 | 6,056,987.55 | 48.7 |
| 70000000 | OTHER INCOME | 143,795.82 | 131,481.04 | 143,795.82 | 131,481.04 | 12,314.78 | 9.4 |
| 80000000 | OTHER EXPENSE | 1,500,000.00 | 766,974.41 | 1,500,000.00 | 766,974.41 | 733,025.59 | 95.6 |
| | Pre-TAX Net Profit (Loss) | 17,138,896.67 | 11,802,619.93 | 17,138,896.67 | 11,802,619.93 | 5,336,276.74 | 45.2 |
| | Net Profit (Loss) | 17,138,896.67 | 11,802,619.93 | 17,138,896.67 | 11,802,619.93 | 5,336,276.74 | 45.2 |