

Children's Oral Health Institute
Income Statement
For the Twelve Months Ending December 31, 2019

	Year to Date	
Revenues		
Professional Fees	\$ <u>63,612.15</u>	100.00
 Total Revenues	 <u>63,612.15</u>	 100.00
 Cost of Sales	 <u> </u>	
Total Cost of Sales	<u>0.00</u>	0.00
Gross Profit	<u>63,612.15</u>	100.00
 Expenses		
Product Development	58,060.96	91.27
Consulting & Meetings	125.00	0.20
Material/Med Supply	90.03	0.14
Office Supplies Expense	1,895.12	2.98
Advertising Expense	389.98	0.61
Postage	804.90	1.27
Travel/Entertainment	4,486.09	7.05
Service Charge Expense	73.00	0.11
Payroll processing fees	843.75	1.33
Accounting Services	5,800.00	9.12
Meal/Entertainment	467.29	0.73
Miscellaneous Expense	<u>3,192.68</u>	5.02
 Total Expenses	 <u>76,228.80</u>	 119.83
 Net Income	 <u><u>(\$ 12,616.65)</u></u>	 (19.83)

Children's Oral Health Institute
Income Statement
For the Twelve Months Ending December 31, 2018

	Year to Date	
Revenues		
Professional Fees	\$ 44,177.15	99.34
Other Income	292.50	0.66
	44,469.65	100.00
 Cost of Sales		
	0.00	0.00
Gross Profit	44,469.65	100.00
 Expenses		
Consulting & Meetings	1,560.00	3.51
Other Taxes Expense	600.00	1.35
Rent or Lease Expense	929.03	2.09
Material/Med Supply	494.53	1.11
Office Supplies Expense	490.40	1.10
Subscription/Membership	375.00	0.84
Fuel/Gas	24.68	0.06
Advertising Expense	2,751.82	6.19
Postage	11,606.30	26.10
Travel/Entertainment	2,137.65	4.81
Service Charge Expense	154.00	0.35
Product Development	3,017.57	6.79
Donation	184.77	0.42
Storage Expense	72.90	0.16
Payroll processing fees	881.25	1.98
Accounting Services	8,020.00	18.03
Meal/Entertainment	153.15	0.34
Support Staff	830.00	1.87
	34,283.05	77.09
 Total Expenses		
	\$ 10,186.60	22.91

Children's Oral Health Institute
Income Statement
For the Twelve Months Ending December 31, 2017

	Current Month		Year to Date	
Revenues				
Professional Fees	\$ 86,107.24	100.00	\$ 86,107.24	100.00
	<hr/>		<hr/>	
Total Revenues	86,107.24	100.00	86,107.24	100.00
	<hr/>		<hr/>	
Cost of Sales				
	<hr/>		<hr/>	
Total Cost of Sales	0.00	0.00	0.00	0.00
	<hr/>		<hr/>	
Gross Profit	86,107.24	100.00	86,107.24	100.00
	<hr/>		<hr/>	
Expenses				
Product Development	62,415.17	72.49	62,415.17	72.49
Consulting & Meetings	2,284.00	2.65	2,284.00	2.65
Wages Expense	3,022.00	3.51	3,022.00	3.51
Other Taxes Expense	40.00	0.05	40.00	0.05
Rent or Lease Expense	600.00	0.70	600.00	0.70
Material/Med Supply	1,560.59	1.81	1,560.59	1.81
Office Supplies Expense	552.31	0.64	552.31	0.64
Subscription/Membership	685.00	0.80	685.00	0.80
Advertising Expense	1,685.98	1.96	1,685.98	1.96
Postage	7,073.98	8.22	7,073.98	8.22
Travel/Entertainment	3,280.43	3.81	3,280.43	3.81
Service Charge Expense	462.00	0.54	462.00	0.54
Donation	1,075.00	1.25	1,075.00	1.25
Storage Expense	76.95	0.09	76.95	0.09
Payment Processor	1,592.26	1.85	1,592.26	1.85
Meal/Entertainment	652.59	0.76	652.59	0.76
	<hr/>		<hr/>	
Total Expenses	87,058.26	101.10	87,058.26	101.10
	<hr/>		<hr/>	
Net Income	\$ (951.02)	(1.10)	\$ (951.02)	(1.10)
	<hr/> <hr/>		<hr/> <hr/>	

For Management Purposes Only

Children's Oral Health Institute
Income Statement
For the Twelve Months Ending December 31, 2016

	Current Month		Year to Date	
Revenues				
Professional Fees	\$ 42,203.91	100.00	\$ 42,203.91	100.00
	<u>42,203.91</u>		<u>42,203.91</u>	
Total Revenues	<u>42,203.91</u>	<u>100.00</u>	<u>42,203.91</u>	<u>100.00</u>
Cost of Sales				
	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>
Total Cost of Sales	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>	<u>0.00</u>
Gross Profit	<u>42,203.91</u>	<u>100.00</u>	<u>42,203.91</u>	<u>100.00</u>
Expenses				
Product Development	37,750.54	89.45	37,750.54	89.45
Consulting & Meetings	1,341.50	3.18	1,341.50	3.18
Office Supplies Expense	3,163.11	7.49	3,163.11	7.49
Subscription/Membership	2,388.00	5.66	2,388.00	5.66
Advertising Expense	1,368.87	3.24	1,368.87	3.24
Postage	4,712.76	11.17	4,712.76	11.17
Travel/Entertainment	3,623.27	8.59	3,623.27	8.59
Service Charge Expense	45.00	0.11	45.00	0.11
Insurance Expense	192.60	0.46	192.60	0.46
Donation	1,050.00	2.49	1,050.00	2.49
Storage Expense	872.96	2.07	872.96	2.07
Payment Processor	935.75	2.22	935.75	2.22
Meal/Entertainment	551.77	1.31	551.77	1.31
	<u>57,996.13</u>	<u>137.42</u>	<u>57,996.13</u>	<u>137.42</u>
Total Expenses	<u>57,996.13</u>	<u>137.42</u>	<u>57,996.13</u>	<u>137.42</u>
Net Income	\$ <u>(15,792.22)</u>	(37.42)	\$ <u>(15,792.22)</u>	(37.42)

The Maryland Children's Oral Health Institute
Statement of Activities

	2008	2009	2010
SUPPORT AND OTHER REVENUE			
Contributions	\$35,951	\$ 18,027	\$ -
Other Revenue	3,288	1,285	3,955
Total Support and Other Revenue	<u>\$39,239</u>	<u>\$ 19,312</u>	<u>\$ 3,955</u>
EXPENSES			
Advertising and Promotion	400	1,550	-
Bank Service Charges	283	941	102
Contributions/Donations	1,398	1,419	-
Dues and Subscriptions	-	-	100
Events	1,537	-	-
Graphic Design	420	2,810	-
Insurance Expense	1,105	1,471	835
Maintenance	-	60	-
Marketing	-	-	125
Meals & Entertainment	92	2	47
Office Expense	-	-	685
Office Supplies	169	155	-
Other Supplies	1,716	520	-
Payroll Expenses	2,453	944	-
Postage & Delivery	1,989	1,391	339
Printing & Copying	1,395	2,561	-
Printing & Design	-	-	680
Printing & Reproduction	-	-	1,856
Product Supplies	5,233	29,913	975
Professional Fees	2,475	-	2,669
Storage Expense	967	500	-
Rent Expense	-	-	296
Telephone Expense	267	277	-
Travel Expense	750	54	-
Website Expense	2,825	60	-
Total Expenses	<u>\$25,473</u>	<u>\$ 44,628</u>	<u>\$ 8,709</u>
Excess (Deficiency) of Support and Other	<u>\$13,766</u>	<u>\$(25,316)</u>	<u>\$ (4,753)</u>
Revenue over Expenses			

	2008	2009	2010
ASSETS			
Current Assets			

Cash in Bank	<u>\$27,981</u>	<u>\$ 2,665</u>	<u>\$ 774</u>
Total Current Assets	\$27,981	\$ 2,665	\$ 774
Total Assets	\$27,981	\$ 2,665	\$ 774
LIABILITIES & EQUITY			
Equity	<u>27,981</u>	<u>2,665</u>	<u>774</u>
Total Liabilities & Equity	\$27,981	\$ 2,665	\$ 774

The MCOHI Contributors List 2011

Financial Donations

<u>Company</u>	<u>Date</u>	<u>Amount</u>
1. Delta Dental	August 2011	\$500.00
2. Maryland Academy of General Dentistry	July 2011	\$1,500.00
3. DentaQuest	March 2011	\$5,000.00
4. Orthosynetics	March 2011	\$5,000.00

In-Kind Donations

<u>Company</u>	<u>Date</u>	<u>Product</u>
1. Dental EZ	August 2011	Hygiene Pack
2. Plak Smaker	August 2011	Toothbrushes
3. Sunstar Butler (pending)	September 2011	Toothbrushes
4. ADEC	September 2011	Handpiece & COuplers
5. Ivoclar Vivadent (pending)		