

Craig Sawyer

INCOME		Type	2019		2018		2017			Total		Avg				
Revenue			436,770		638,597		552,004			1,627,371		542,457				
Government Grants			1,500		0		0			1,500		500				
Total			438,270		638,597		552,004			1,628,871		542,957				
Net Income or Loss			-11,371		220		0		From sale of inventory	-11,151		-3,717				
Background Checks			2,820		0		0			2,820		940				
Total Revenue			429,719		638,817		552,004			1,620,540		540,180				
EXPENSES			2019		2018		2017			Total		Avg		A	R?	M
Salaries				% of Revenue		% of Revenue		% of Revenue		Total	% of Revenue	Avg		A	R?	M
Craig Sawman	R?		95,001	22.1%	80,625	12.6%	0	0.0%		175,626	10.8%	58,542		0	10.8%	0
Jeanette Carlisle	A		52,901	12.3%	22,638	3.5%	0	0.0%		75,539	4.7%	25,180		4.7%	0	0
Other	R?		64,503	15.0%	18,144	2.8%	0	0.0%		82,647	5.1%	27,549		0	5.1%	0
Payroll Taxes	A		16,696	3.9%	6,763	1.1%	0	0.0%		23,459	1.4%	7,820		1.4%	0	0
Fees																
Management	A		0	0.0%	105,773	16.6%	4,000	0.7%	Non-Employee	109,773	6.8%	36,591		6.8%	0	0
Legal	R?		7,976	1.9%	6,665	1.0%	12,888	2.3%		27,529	1.7%	9,176		0	1.7%	0
Accounting	A		24,810	5.8%	19,500	3.1%	0	0.0%		44,310	2.7%	14,770		2.7%	0	0
Other	R?		17,301	4.0%	33,511	5.2%	0	0.0%		50,812	3.1%	16,937		0	3.1%	0
Advertising & Promo	M		7,352	1.7%	20,612	3.2%	15,766	2.9%		43,730	2.7%	14,577		0	0	2.7%
Office Expense	A		9,667	2.2%	8,736	1.4%	1,359	0.2%		19,762	1.2%	6,587		1.2%	0	0
Information Technology	A		14,050	3.3%	5,111	0.8%	1,558	0.3%		20,719	1.3%	6,906		1.3%	0	0
Travel	R?		32,382	7.5%	21,027	3.3%	1,693	0.3%		55,102	3.4%	18,367		0	3.4%	0
Conferences & Meetings	R?		2,020	0.5%	0	0.0%	0	0.0%		2,020	0.1%	673		0	0.1%	0
Depreciation	A		7,206	1.7%	0	0.0%	0	0.0%		7,206	0.4%	2,402		0.4%	0	0
Insurance	A		1,766	0.4%	265	0.0%	0	0.0%		2,031	0.1%	677		0.1%	0	0
Other Expenses																
Documentary Production	M		85,603	19.9%	327,630	51.3%	293,000	53.1%		706,233	43.6%	235,411		0	0	43.6%
Security Services	R?		0	0.0%	33,000	5.2%	0	0.0%		33,000	2.0%	11,000		0	2.0%	0
Merchant Fees	M		14,952	3.5%	22,759	3.6%	0	0.0%		37,711	2.3%	12,570		0	0	2.3%
Bank Charges	A		0	0.0%	2,320	0.4%	0	0.0%		2,320	0.1%	773		0.1%	0	0
Background Checks	R?		6,953	1.6%	0	0.0%	0	0.0%		6,953	0.4%	2,318		0	0.4%	0
Investigation	R?		5,760	1.3%	0	0.0%	0	0.0%		5,760	0.4%	1,920		0	0.4%	0
Consulting Services	M		0	0.0%	0	0.0%	34,363	6.2%		34,363	2.1%	11,454		0	0	2.1%
Miscellaneous	A		0	0.0%	0	0.0%	257	0.0%		257	0.0%	86		0.0%	0	0
All Other Expenses	R?		8,588	2.0%	4,980	0.8%	0	0.0%		13,568	0.8%	4,523		0	0.8%	0
Total Expenses			475,487	110.7%	740,059	115.8%	364,884	66.1%		1,580,430	97.5%	526,810				
														A	R?	M
Income - Expenses			-45,768		-101,242		187,120			40,110	2.5%	13,370		18.8%	28.0%	50.7%
												A = Administrative				
												R? = Rescue				
												M = Marketing				
Filed Amount					707,058				On IRS Form 990							
Error, missing expenses					33,001				Line 5 is incorrect							

Disclaimer: These are best guess categorizations. Without full access to their financial, a more detailed analysis is not possible. Some R? values are likely Administrative.