| Concept | | st of les | Sales and development | | Administrative | | Total | |
|---------------------------------|--------|--------------|-----------------------|-----------|----------------|-----------|-------|------------|
| Wages and salaries | \$ 3,6 | 522,302 | \$ | 3,577,137 | \$ | 1,579,785 | \$ | 8,779,224 |
| Employee benefits | | 324,571 | | 1,612,197 | | 313,339 | | 2,250,107 |
| Raw materials | 18,7 | 760,809 | | - | | - | | 18,760,809 |
| Manufacturing expenses | 3,9 | 980,132 | | - | | - | | 3,980,132 |
| Finished products | 34,9 | 915,150 | | - | | - | | 34,915,150 |
| Depreciation and amortization | 9 | 923,318 | | 899,212 | | 20,945 | | 1,843,475 |
| Advertising | | - | | 400,383 | | - | | 400,383 |
| Insurance | | 32,050 | | 80,245 | | 77,899 | | 190,194 |
| Freight | | - | | 289,168 | | - | | 289,168 |
| Allowance for doubtful accounts | | - | | - | | 468,844 | | 468,844 |
| Royalties | | - | | 233,625 | | 3,278 | | 236,903 |
| Fees | | 979 | | 26,895 | | 216,390 | | 244,264 |
| Maintenance | | 19,131 | | 429,039 | | 77,748 | | 525,918 |
| Plant costs | | - | | 13,949 | | 252,155 | | 266,104 |
| Security services | | 15,460 | | 64,101 | | 39,928 | | 119,489 |
| Lease | | - | | 1,161,896 | | 102,439 | | 1,264,335 |
| Telephone | | - | | 65,825 | | 61,705 | | 127,530 |
| Electricity | | 4,388 | | 516,811 | | 6,500 | | 527,699 |
| Credit card fees | | - | | 250,286 | | 5,897 | | 256,183 |

63,212

\$ 62,661,502

1,468,039

\$ 11,088,808

432,549

3,659,401

1,963,800

\$ 77,409,711

Other

Total

2015

| Concept | | Cost of sales | d | Sales and levelopment | Δι | dministrative | Total |
|--|----------|--|----|--|-----|--|--|
| · | | | | ' | | | |
| Wages and salaries | \$ | 3,417,760 | \$ | 3,408,517 | \$ | 1,632,628 | \$ 8,458,905 |
| Employee benefits | | 300,202 | | 1,518,173 | | 295,368 | 2,113,743 |
| Raw materials | | 18,503,326 | | - | | - | 18,503,326 |
| Manufacturing expenses | | 3,588,470 | | - | | - | 3,588,470 |
| Finished products | | 32,247,945 | | 760.006 | | - | 32,247,945 |
| Depreciation and amortization | | 946,819 | | 769,996 | | 25,375 | 1,742,190 |
| Advertising | | - 64.050 | | 397,864 | | - | 397,864 |
| Insurance | | 64,050 | | 81,438 | | 66,523 | 212,011 |
| Freight | | - | | 290,190 | | - | 290,190 |
| Allowance for doubtful accounts | | - | | - | | 400,457 | 400,457 |
| Royalties | | - | | 225,915 | | 3,240 | 229,155 |
| Fees | | 1,411 | | 28,139 | | 174,232 | 203,782 |
| Maintenance | | 13,479 | | 411,520 | | 65,781 | 490,780 |
| Plant costs | | - | | 17,657 | | 312,009 | 329,666 |
| Security services | | 14,891 | | 75,450 | | 44,445 | 134,786 |
| Lease | | - | | 1,138,612 | | 88,560 | 1,227,172 |
| Telephone | | - | | 63,199 | | 67,310 | 130,509 |
| Electricity | | 4,835 | | 636,020 | | 7,140 | 647,995 |
| Credit card fees | | _ | | 179,171 | | | 179,171 |
| Other | | 78,537 | | 1,292,300 | | 480,799 | 1,851,636 |
| Total | \$ | 59,181,725 | \$ | 10,534,161 | \$ | 3,663,867 | \$ 73,379,753 |
| | | | | 20 |)13 | | |
| Concept | _ | Cost of sales | d | Sales and | | dministrative | Total |
| Concept Wages and salaries | <u> </u> | sales | | Sales and levelopment | Ad | dministrative | Total |
| Wages and salaries | \$ | sales 3,482,803 | \$ | Sales and levelopment 3,276,618 | | 1,418,189 | \$ 8,177,610 |
| Wages and salaries Employee benefits | \$ | 3,482,803 352,865 | | Sales and levelopment | Ad | | \$ 8,177,610 2,078,519 |
| Wages and salaries Employee benefits Raw materials | \$ | sales 3,482,803 352,865 20,368,606 | | Sales and levelopment 3,276,618 | Ad | 1,418,189 290,149 | \$ 8,177,610 2,078,519 20,368,606 |
| Wages and salaries Employee benefits Raw materials Manufacturing expenses | \$ | sales 3,482,803 352,865 20,368,606 4,650,195 | | Sales and levelopment 3,276,618 1,435,505 | Ad | 1,418,189 290,149 - | \$ 8,177,610 2,078,519 20,368,606 4,650,195 |
| Wages and salaries Employee benefits Raw materials Manufacturing expenses Finished products | \$ | 3,482,803 352,865 20,368,606 4,650,195 32,987,626 | | Sales and levelopment 3,276,618 1,435,505 | Ad | 1,418,189 290,149 - - - | \$ 8,177,610 2,078,519 20,368,606 4,650,195 32,987,626 |
| Wages and salaries Employee benefits Raw materials Manufacturing expenses Finished products Depreciation and amortization | \$ | sales 3,482,803 352,865 20,368,606 4,650,195 | | Sales and levelopment 3,276,618 1,435,505 660,200 | Ad | 1,418,189 290,149 - - | \$ 8,177,610 2,078,519 20,368,606 4,650,195 32,987,626 1,632,182 |
| Wages and salaries Employee benefits Raw materials Manufacturing expenses Finished products Depreciation and amortization Advertising | \$ | 3,482,803 352,865 20,368,606 4,650,195 32,987,626 941,911 | | Sales and tevelopment 3,276,618 1,435,505 660,200 374,394 | Ad | 1,418,189 290,149 - - - 30,071 | \$ 8,177,610 2,078,519 20,368,606 4,650,195 32,987,626 1,632,182 374,394 |
| Wages and salaries Employee benefits Raw materials Manufacturing expenses Finished products Depreciation and amortization Advertising Insurance | \$ | 3,482,803 352,865 20,368,606 4,650,195 32,987,626 941,911 | | Sales and levelopment 3,276,618 1,435,505 660,200 374,394 78,373 | Ad | 1,418,189 290,149 - - - 30,071 | \$ 8,177,610 2,078,519 20,368,606 4,650,195 32,987,626 1,632,182 374,394 220,234 |
| Wages and salaries Employee benefits Raw materials Manufacturing expenses Finished products Depreciation and amortization Advertising | \$ | 3,482,803 352,865 20,368,606 4,650,195 32,987,626 941,911 - 82,034 | | Sales and tevelopment 3,276,618 1,435,505 660,200 374,394 | Ad | 1,418,189 290,149 - - - 30,071 - 59,827 | \$ 8,177,610 2,078,519 20,368,606 4,650,195 32,987,626 1,632,182 374,394 220,234 266,734 |
| Wages and salaries Employee benefits Raw materials Manufacturing expenses Finished products Depreciation and amortization Advertising Insurance Freight Allowance for doubtful accounts | \$ | 3,482,803 352,865 20,368,606 4,650,195 32,987,626 941,911 - 82,034 | | Sales and levelopment 3,276,618 1,435,505 660,200 374,394 78,373 266,734 - | Ad | 1,418,189 290,149 - - - 30,071 - 59,827 - 313,747 | \$ 8,177,610 2,078,519 20,368,606 4,650,195 32,987,626 1,632,182 374,394 220,234 266,734 313,747 |
| Wages and salaries Employee benefits Raw materials Manufacturing expenses Finished products Depreciation and amortization Advertising Insurance Freight | \$ | 3,482,803 352,865 20,368,606 4,650,195 32,987,626 941,911 - 82,034 - - | | Sales and levelopment 3,276,618 1,435,505 660,200 374,394 78,373 266,734 - 223,559 | Ad | 1,418,189 290,149 - - - 30,071 - 59,827 - 313,747 3,254 | \$ 8,177,610 2,078,519 20,368,606 4,650,195 32,987,626 1,632,182 374,394 220,234 266,734 313,747 226,813 |
| Wages and salaries Employee benefits Raw materials Manufacturing expenses Finished products Depreciation and amortization Advertising Insurance Freight Allowance for doubtful accounts Royalties | \$ | 3,482,803 352,865 20,368,606 4,650,195 32,987,626 941,911 - 82,034 - | | Sales and levelopment 3,276,618 1,435,505 660,200 374,394 78,373 266,734 - 223,559 26,022 | Ad | 1,418,189 290,149 - - - 30,071 - 59,827 - 313,747 3,254 74,238 | \$ 8,177,610 2,078,519 20,368,606 4,650,195 32,987,626 1,632,182 374,394 220,234 266,734 313,747 |
| Wages and salaries Employee benefits Raw materials Manufacturing expenses Finished products Depreciation and amortization Advertising Insurance Freight Allowance for doubtful accounts Royalties Fees | \$ | sales 3,482,803 352,865 20,368,606 4,650,195 32,987,626 941,911 - 82,034 3,262 | | Sales and levelopment 3,276,618 1,435,505 660,200 374,394 78,373 266,734 - 223,559 | Ad | 1,418,189 290,149 - - - 30,071 - 59,827 - 313,747 3,254 | \$ 8,177,610 2,078,519 20,368,606 4,650,195 32,987,626 1,632,182 374,394 220,234 266,734 313,747 226,813 103,522 |
| Wages and salaries Employee benefits Raw materials Manufacturing expenses Finished products Depreciation and amortization Advertising Insurance Freight Allowance for doubtful accounts Royalties Fees Maintenance | \$ | \$ \text{3,482,803} \\ 352,865 \\ 20,368,606 \\ 4,650,195 \\ 32,987,626 \\ 941,911 \\ -\ 82,034 \\ -\ -\ 3,262 \\ 11,170 | | Sales and levelopment 3,276,618 1,435,505 660,200 374,394 78,373 266,734 - 223,559 26,022 306,780 | Ad | 1,418,189 290,149 - - - 30,071 - 59,827 - 313,747 3,254 74,238 67,115 | \$ 8,177,610 2,078,519 20,368,606 4,650,195 32,987,626 1,632,182 374,394 220,234 266,734 313,747 226,813 103,522 385,065 |
| Wages and salaries Employee benefits Raw materials Manufacturing expenses Finished products Depreciation and amortization Advertising Insurance Freight Allowance for doubtful accounts Royalties Fees Maintenance Plant costs | \$ | sales 3,482,803 352,865 20,368,606 4,650,195 32,987,626 941,911 - 82,034 3,262 11,170 - | | Sales and levelopment 3,276,618 1,435,505 660,200 374,394 78,373 266,734 - 223,559 26,022 306,780 19,990 | Ad | 1,418,189 290,149 - - - 30,071 - 59,827 - 313,747 3,254 74,238 67,115 276,503 | \$ 8,177,610 2,078,519 20,368,606 4,650,195 32,987,626 1,632,182 374,394 220,234 266,734 313,747 226,813 103,522 385,065 296,493 |
| Wages and salaries Employee benefits Raw materials Manufacturing expenses Finished products Depreciation and amortization Advertising Insurance Freight Allowance for doubtful accounts Royalties Fees Maintenance Plant costs Security services | \$ | \$\frac{3,482,803}{352,865}\$ 20,368,606 4,650,195 32,987,626 941,911 - 82,034 3,262 11,170 - 14,314 | | Sales and levelopment 3,276,618 1,435,505 660,200 374,394 78,373 266,734 - 223,559 26,022 306,780 19,990 99,320 | Ad | 1,418,189 290,149 - - - 30,071 - 59,827 - 313,747 3,254 74,238 67,115 276,503 41,621 | \$ 8,177,610 2,078,519 20,368,606 4,650,195 32,987,626 1,632,182 374,394 220,234 266,734 313,747 226,813 103,522 385,065 296,493 155,255 |
| Wages and salaries Employee benefits Raw materials Manufacturing expenses Finished products Depreciation and amortization Advertising Insurance Freight Allowance for doubtful accounts Royalties Fees Maintenance Plant costs Security services Lease | \$ | \$ \text{3,482,803} \\ 3,482,803 \\ 352,865 \\ 20,368,606 \\ 4,650,195 \\ 32,987,626 \\ 941,911 \\ -\ 82,034 \\ -\ -\ 3,262 \\ 11,170 \\ -\ 14,314 \\ -\ | | Sales and levelopment 3,276,618 1,435,505 660,200 374,394 78,373 266,734 - 223,559 26,022 306,780 19,990 99,320 1,090,596 | Ad | 1,418,189 290,149 - - - 30,071 - 59,827 - 313,747 3,254 74,238 67,115 276,503 41,621 88,391 | \$ 8,177,610 2,078,519 20,368,606 4,650,195 32,987,626 1,632,182 374,394 220,234 266,734 313,747 226,813 103,522 385,065 296,493 155,255 1,178,987 |
| Wages and salaries Employee benefits Raw materials Manufacturing expenses Finished products Depreciation and amortization Advertising Insurance Freight Allowance for doubtful accounts Royalties Fees Maintenance Plant costs Security services Lease Telephone | \$ | \$\frac{3,482,803}{352,865}\$ 20,368,606 4,650,195 32,987,626 941,911 - 82,034 3,262 11,170 - 14,314 | | Sales and levelopment 3,276,618 1,435,505 660,200 374,394 78,373 266,734 - 223,559 26,022 306,780 19,990 99,320 1,090,596 49,927 | Ad | 1,418,189 290,149 - - - 30,071 - 59,827 - 313,747 3,254 74,238 67,115 276,503 41,621 88,391 57,084 | \$ 8,177,610 2,078,519 20,368,606 4,650,195 32,987,626 1,632,182 374,394 220,234 266,734 313,747 226,813 103,522 385,065 296,493 155,255 1,178,987 107,011 |

Total

2014

\$ 62,964,909 \$ 10,050,242 \$ 3,305,976 \$ 76,321,127