

# PRO CLOUDS SUPPLY

## Executive Summary

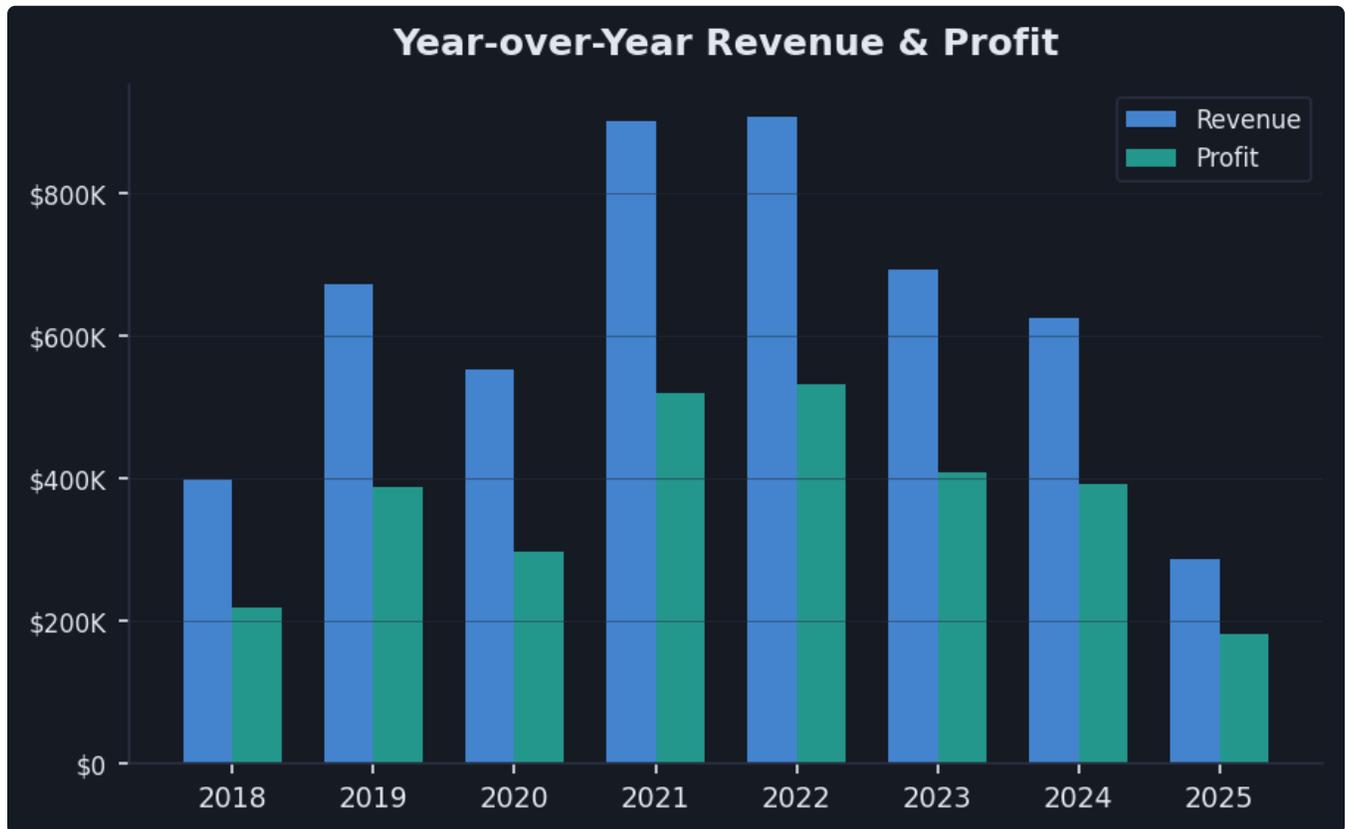
2018 - 2025 (All Years)

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### Lifetime Key Performance Indicators

TOTAL REVENUE <b>\$5,030,201.53</b>	GROSS PROFIT <b>\$2,938,811.57</b>	MARGIN <b>58.4%</b>
TRANSACTIONS <b>139,461</b>	AVG TICKET <b>\$36.06</b>	TOTAL DISCOUNTS <b>\$198,246.87</b>
TAX COLLECTED <b>\$262,399.77</b>	TIPS <b>\$4,672.51</b>	

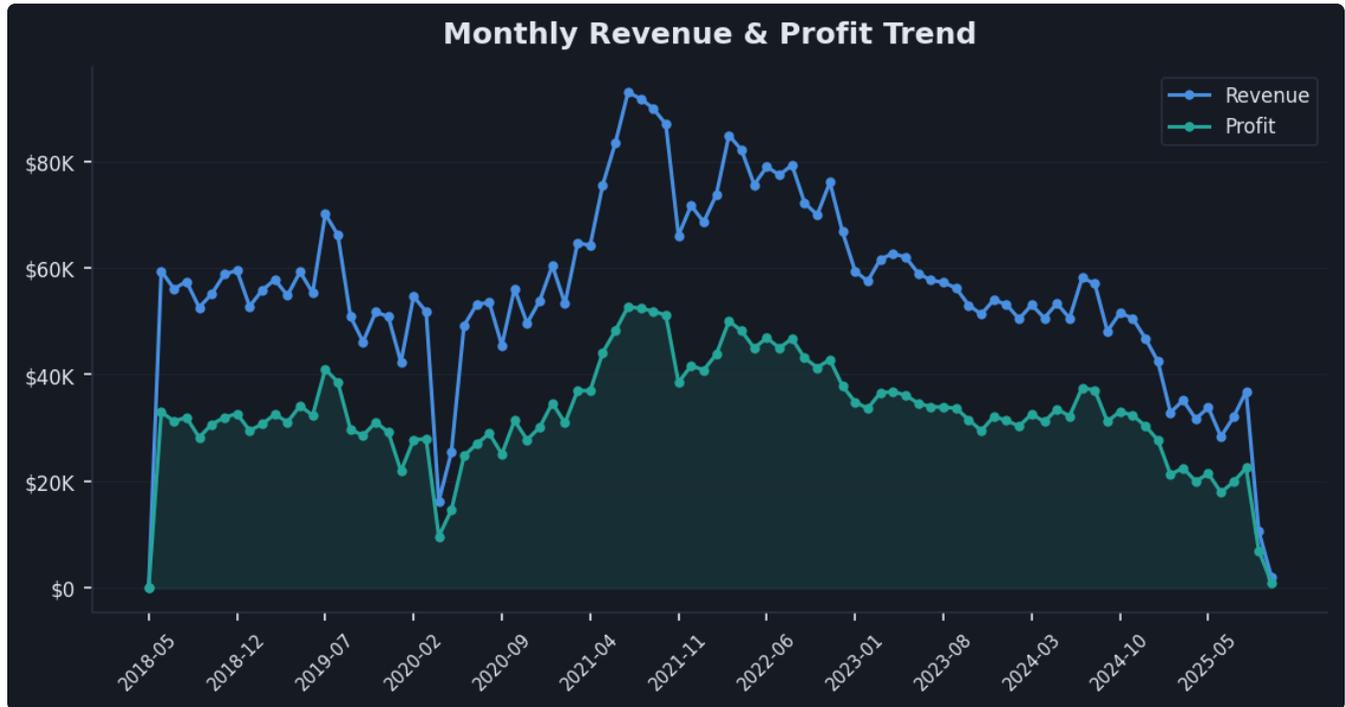
### Year-over-Year Performance



YEAR	TRANSACTIONS	GROSS SALES	DISCOUNTS	REVENUE	COGS	PROFIT	MARGIN	YOY %
2018	12,404	\$393,736.94	\$15,408.70	\$399,053.29	\$179,303.69	\$219,749.60	58.1%	-
2019	20,112	\$660,583.57	\$23,575.49	\$671,771.96	\$283,276.04	\$388,495.92	61.0%	68.3%

YEAR	TRANSACTIONS	GROSS SALES	DISCOUNTS	REVENUE	COGS	PROFIT	MARGIN	YOY %
2020	15,844	\$536,787.30	\$12,313.19	\$551,433.98	\$254,390.06	\$297,043.92	56.6%	-17.9%
2021	23,921	\$870,647.37	\$16,739.82	\$901,042.63	\$380,662.95	\$520,379.68	60.9%	63.4%
2022	23,038	\$900,736.42	\$42,987.76	\$905,586.77	\$373,950.54	\$531,636.23	62.0%	0.5%
2023	19,054	\$695,714.00	\$40,623.42	\$691,845.69	\$284,432.09	\$407,413.60	62.2%	-23.6%
2024	17,459	\$621,037.30	\$30,542.27	\$623,490.59	\$230,592.14	\$392,898.45	66.5%	-9.9%
2025	7,629	\$286,805.73	\$16,056.22	\$285,976.62	\$104,782.45	\$181,194.17	66.9%	-54.1%

## Monthly Trend



MONTH	TRANSACTIONS	REVENUE	COGS	PROFIT	MARGIN
2018-05	4	\$0.00	\$0.00	\$0.00	0.0%
2018-06	1,847	\$59,450.05	\$26,481.13	\$32,968.92	58.5%
2018-07	1,816	\$56,085.06	\$24,807.09	\$31,277.97	58.8%
2018-08	1,814	\$57,462.40	\$25,504.51	\$31,957.89	58.7%
2018-09	1,743	\$52,601.57	\$24,378.43	\$28,223.14	56.6%
2018-10	1,757	\$55,117.21	\$24,441.15	\$30,676.06	58.7%
2018-11	1,669	\$58,802.32	\$26,838.82	\$31,963.50	57.3%
2018-12	1,754	\$59,534.68	\$26,852.56	\$32,682.12	57.9%
2019-01	1,634	\$52,798.06	\$23,288.92	\$29,509.14	58.9%
2019-02	1,633	\$55,807.21	\$25,092.12	\$30,715.09	58.0%
2019-03	1,744	\$57,812.40	\$25,259.20	\$32,553.20	59.4%
2019-04	1,652	\$54,846.26	\$23,763.60	\$31,082.66	59.8%
2019-05	1,838	\$59,281.04	\$25,125.67	\$34,155.37	60.8%
2019-06	1,749	\$55,343.30	\$22,999.38	\$32,343.92	61.6%
2019-07	2,099	\$70,118.82	\$29,086.52	\$41,032.30	61.7%
2019-08	2,020	\$66,153.36	\$27,598.09	\$38,555.27	61.5%
2019-09	1,584	\$50,881.72	\$21,196.38	\$29,685.34	61.5%

MONTH	TRANSACTIONS	REVENUE	COGS	PROFIT	MARGIN
2019-10	1,328	\$46,141.28	\$17,544.59	\$28,596.69	65.4%
2019-11	1,393	\$51,750.03	\$20,672.30	\$31,077.73	63.4%
2019-12	1,438	\$50,838.48	\$21,649.27	\$29,189.21	60.6%
2020-01	1,326	\$42,299.67	\$20,390.20	\$21,909.47	54.4%
2020-02	1,778	\$54,693.60	\$26,897.67	\$27,795.93	53.4%
2020-03	1,721	\$51,774.49	\$23,837.78	\$27,936.71	56.7%
2020-04	439	\$16,245.99	\$6,582.47	\$9,663.52	61.2%
2020-05	634	\$25,476.02	\$10,828.62	\$14,647.40	60.2%
2020-06	1,158	\$49,187.54	\$24,416.14	\$24,771.40	52.8%
2020-07	1,536	\$53,149.73	\$26,173.69	\$26,976.04	53.4%
2020-08	1,620	\$53,542.93	\$24,567.61	\$28,975.32	57.0%
2020-09	1,279	\$45,479.57	\$20,390.62	\$25,088.95	58.1%
2020-10	1,570	\$56,105.41	\$24,730.48	\$31,374.93	58.9%
2020-11	1,333	\$49,623.81	\$21,851.49	\$27,772.32	59.0%
2020-12	1,450	\$53,855.22	\$23,723.29	\$30,131.93	59.0%
2021-01	1,539	\$60,429.33	\$25,761.96	\$34,667.37	60.5%
2021-02	1,375	\$53,308.44	\$22,385.91	\$30,922.53	61.1%
2021-03	1,574	\$64,669.29	\$27,658.94	\$37,010.35	60.2%
2021-04	1,690	\$64,232.57	\$27,244.86	\$36,987.71	60.8%
2021-05	2,058	\$75,613.25	\$31,454.93	\$44,158.32	61.6%
2021-06	2,269	\$83,461.27	\$35,205.03	\$48,256.24	61.0%
2021-07	2,654	\$92,932.24	\$40,190.79	\$52,741.45	59.9%
2021-08	2,516	\$91,727.42	\$39,318.28	\$52,409.14	60.4%
2021-09	2,460	\$89,913.36	\$38,025.52	\$51,887.84	61.0%
2021-10	2,361	\$86,935.88	\$35,797.03	\$51,138.85	62.1%
2021-11	1,664	\$66,096.87	\$27,554.69	\$38,542.18	61.6%
2021-12	1,761	\$71,722.71	\$30,065.01	\$41,657.70	61.3%
2022-01	1,768	\$68,600.22	\$27,732.70	\$40,867.52	62.9%
2022-02	1,718	\$73,745.45	\$29,917.43	\$43,828.02	62.8%
2022-03	2,053	\$84,875.37	\$34,830.40	\$50,044.97	62.3%
2022-04	2,034	\$82,100.21	\$33,909.42	\$48,190.79	62.0%
2022-05	1,952	\$75,603.74	\$30,630.89	\$44,972.85	62.8%
2022-06	2,035	\$78,973.65	\$32,071.56	\$46,902.09	62.7%
2022-07	1,981	\$77,426.69	\$32,435.19	\$44,991.50	61.3%

MONTH	TRANSACTIONS	REVENUE	COGS	PROFIT	MARGIN
2022-08	2,047	\$79,291.67	\$32,538.24	\$46,753.43	62.2%
2022-09	1,884	\$72,172.86	\$29,077.77	\$43,095.09	63.0%
2022-10	1,850	\$69,945.28	\$28,631.03	\$41,314.25	62.4%
2022-11	1,934	\$76,073.41	\$33,256.58	\$42,816.83	59.4%
2022-12	1,782	\$66,778.22	\$28,919.33	\$37,858.89	59.8%
2023-01	1,618	\$59,409.03	\$24,533.45	\$34,875.58	62.0%
2023-02	1,458	\$57,513.25	\$23,870.76	\$33,642.49	61.8%
2023-03	1,654	\$61,639.87	\$25,051.05	\$36,588.82	62.7%
2023-04	1,617	\$62,685.93	\$25,887.77	\$36,798.16	62.0%
2023-05	1,702	\$62,028.81	\$25,874.15	\$36,154.66	61.5%
2023-06	1,660	\$58,998.85	\$24,405.68	\$34,593.17	61.9%
2023-07	1,603	\$57,695.53	\$23,680.44	\$34,015.09	62.3%
2023-08	1,612	\$57,290.20	\$23,429.70	\$33,860.50	62.4%
2023-09	1,619	\$56,221.24	\$22,489.46	\$33,731.78	63.4%
2023-10	1,527	\$53,036.46	\$21,498.39	\$31,538.07	62.8%
2023-11	1,494	\$51,321.43	\$21,839.22	\$29,482.21	60.7%
2023-12	1,490	\$54,005.09	\$21,872.02	\$32,133.07	62.9%
2024-01	1,629	\$53,133.19	\$21,738.01	\$31,395.18	62.4%
2024-02	1,449	\$50,434.05	\$20,101.92	\$30,332.13	63.5%
2024-03	1,499	\$53,086.99	\$20,477.18	\$32,609.81	64.9%
2024-04	1,421	\$50,605.34	\$19,446.64	\$31,158.70	65.0%
2024-05	1,498	\$53,346.34	\$19,815.18	\$33,531.16	66.4%
2024-06	1,425	\$50,570.15	\$18,348.49	\$32,221.66	67.3%
2024-07	1,605	\$58,178.50	\$20,636.41	\$37,542.09	68.1%
2024-08	1,556	\$57,044.96	\$19,986.30	\$37,058.66	68.6%
2024-09	1,361	\$48,129.80	\$16,934.11	\$31,195.69	68.4%
2024-10	1,388	\$51,573.95	\$18,475.21	\$33,098.74	67.7%
2024-11	1,342	\$50,564.46	\$18,208.45	\$32,356.01	67.5%
2024-12	1,286	\$46,822.86	\$16,424.24	\$30,398.62	68.5%
2025-01	1,115	\$42,482.95	\$14,771.16	\$27,711.79	68.9%
2025-02	892	\$32,874.96	\$11,597.96	\$21,277.00	68.4%
2025-03	921	\$35,184.78	\$12,691.41	\$22,493.37	67.5%
2025-04	857	\$31,693.22	\$11,700.75	\$19,992.47	66.6%
2025-05	907	\$33,818.21	\$12,381.92	\$21,436.29	67.0%

MONTH	TRANSACTIONS	REVENUE	COGS	PROFIT	MARGIN
2025-06	807	\$28,344.96	\$10,446.84	\$17,898.12	66.7%
2025-07	875	\$32,027.82	\$12,145.75	\$19,882.07	65.6%
2025-08	897	\$36,855.41	\$14,338.35	\$22,517.06	64.5%
2025-09	316	\$10,620.00	\$3,605.77	\$7,014.23	69.8%
2025-10	42	\$2,074.31	\$1,102.54	\$971.77	49.4%