







### Balance Sheet - Unaudited July 31, 2014

			\$		\$
	Jul-14	Jun-14	Change	Dec-13	Change
Assets					
Current Assets		FC	420 222	F24 770	(222.240)
Cash & Cash Equivalents	191,529	52,230	139,299	524,770	(333,240) 9,967
Accounts Receivable	263,516	239,988	23,528	253,550	
Prepaid Expense	40,088	10,558	29,530	40,894	(806)
Security Deposit	250	250	(4.704)	250	5,314
Inventory Asset	5,314	7,038	(1,724)		•
Due from Shareholder	343	343	100 (34	819,794	(318,754)
Total Current Assets	501,040	310,407	190,634	819,/94	(310,734)
Long-Term Assets					
Computers	5,724	5,724		5,724	(6)
Furniture & Equipment	5,175	5,175	(9)	5,175	1.75
Software	7,193	7,193		7,193	163
Accumulated Depreciation	(9,273)	(8,914)	(359)	(6,761)	(2,512)
Total Long-Term Assets	8,819	9,178	(359)	11,331	(2,512)
Other Assets	12,500	12,500	-	12,500	-
Loan Origination Fees Patent	14,676	14,676	_	14,676	-
Trademarks	2,170	2,170	_	2,170	-
Accumulated Amortization	(5,102)	(4,192)	(910)	(2,371)	(2,730)
Total Other Assets	24,245	25,155	(910)	26,975	(2,730)
			<del></del>	4 050404	d (222 00C)
Total Assets	\$ 534,104	\$ 344,740	\$ 189,365	\$ 858,101	\$ (323,996)
Liabilities & Stockholders' Equity					
Current Liabilities					
Accounts Payable	139,913	93,490	46,423	89,931	49,982
Credit Card	13,393	8,646	4,747	11,634	1,759
Other Current Liabilities	194,626	133,917	60,709	146,147	48,479
Total Current Liabilities	347,932	236,052	111,879	247,712	100,220
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Long-Term Liabilities	500,000	500,000	_	250,000	250,000
Note Payable, MDC		96,868	(2,620)	112,280	(18,031)
Note Payable, WEDC-1	94,249 122,058	125,000	(2,942)	125,000	(2,942)
Note Payable, WEDC-2	7,074	7,054	20	6,937	137
Note Payable, Evans Accrued Interest Payable	4,245	3,561	684	7,911	(3,666)
Total Long-Term Liabilities	727,626	732,484	(4,858)	502,128	225,498
, o.g., <u></u>					
Total Liabilities	1,075,558	968,536	107,022	749,840	325,718
Stockholders' Equity					
Common Stock - APIC	554,921	554,921	_	554,667	255
Common Stock - PAR	1,033	1,033	_	1,033	0
Financing Fees	(55,360)	(51,857)	(3,502)	(51,857)	(3,502)
Series A Preferred	1,771,605	1,615,433	156,172	1,565,433	206,172
Retained Earnings	(1,961,015)	(1,961,015)	-	(614,968)	(1,346,047)
Net Income	(852,638)	(782,312)	(70,327)	(1,346,047)	493,408
Total Stockholders' Equity	(541,453)	(623,796)	82,343	108,260	(649,714)
Tablichilato O Carolibeldoni Forciar	¢ 524 104	\$ 344,740	\$ 189,365	\$ 858,101	\$ (323,996)
Total Liabilities & Stockholders' Equity	\$ 534,104	3 344,740	<del>3 103,303</del>	<del> </del>	+ (525,550)



## Cash Flow Statement July 31, 2014

	MTD	YTD
CASH FLOWS FROM OPERATING ACTIVITIES		
Net Loss	(70,327)	(852,638)
Plus (Less) Depreciation and Amortization	1,269	5,242
Plus (Less) Adjustments to reconcile Net Loss to net cash		
Accounts receivable	(23,528)	(9,967)
Other current assets	(27,806)	(4,520)
Accounts payable	51,170	51,741
Accrued expenses	15,709	(27,854)
Deferred revenue	45,000	76,333
Net cash (used) provided by Operating Activities	(8,513)	(761,663)
CASH FLOWS FROM INVESTING ACTIVITIES		
Net cash (used) provided by Investing Activities	) <u>ar</u>	S#1
FINANCING ACTIVITIES		
Borrowings from notes payable	(5,542)	229,164
Accrued Interest	684	(3,666)
Common Stock	5.2	255
Financing Fees	(3,502)	(3,502)
Series A Prefered	156,172_	206,172
Net cash (used) provided by Financing Activities	147,812	428,422
Net cash (decrease) increase for period	139,299	(333,240)
Cash at beginning of period	52,230	524,770
Cash at end of period	\$ 191,529	\$ 191,529



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	Actual	Budget	\$ DIFF	Actual	Budget	\$ DIFF	Actual	Budget	\$ DIFF	Actual	Budget	\$ DIFF	
Ordinary Income/Expense													
Income													
4001 · Services Revenue	245,662	375,000	(129,338)	208,981	375,000	(166,019)	62,583	125,000	(62,418)	517,225	875,000	(357,775)	1,500,000
4050 · Product Revenue	1,333	55,000	(53,667)	17,090	230,000	(212,910)	25,000	110,000	(55,000)	73,423	395,000	(321,577)	000'066
4060 · Shipping Income	ď)	ě	Q)	47	*:	10	143	3.0	143	143	*0	143	†li
Total Income	246,996	430,000	(183,004)	226,071	000'509	(378,929)	117,726	235,000	(117,275)	590,792	1,270,000	(679,208)	2,490,000
Cost of Goods Sold													
Product Management Payroll	ď	40,440	(40,440)	Sign (	40,440	(40,440)	100	13,480	(13,480)	*	94,360	(94,360)	161,760
5005 · Services	182,703	191,763	(090'6)	161,925	191,763	(29,838)	62,700	63,921	(1,221)	407,327	447,447	(40,120)	767,052
5070 · MIsc. COGS	377		377	2,975		2,975	4,391	SV.	4,391	7,743	Sel.	7,743	25
Total COGS	183,079	232,203	(49,124)	164,900	232,203	(67,303)	160'29	77,401	(10,310)	415,070	541,807	(126,737)	928,812
Gross Profit	63,916	197,791	(133,881)	61,171	372,797	(311,626)	50,635	157,599	(106,965)	175,721	728,193	(552,472)	1,561,188
Expense													
5597 · Research & Development	209,308	220,440	(11,132)	183,653	220,449	(36,796)	58,157	73,485	(15,328)	451,117	514,374	(63,257)	881,814
5653 - Sales & Marketing	154,529	230,693	(76,164)	94,678	225,693	(131,015)	28,080	75,806	(47,726)	277,287	532,192	(254,905)	911,222
6011 · G&A	133,984	118,986	14,998	109,615	96,783	12,832	30,469	96,796	(38,327)	274,068	284,565	(10,497)	605,052
Total Expense	497,821	570,119	(72,298)	387,946	542,925	(154,979)	116,706	218,087	(101,381)	1,002,472	1,331,131	(328,659)	2,398,088
Net Ordinary Income	(433,904)	(372,322)	(61,582)	(326,775)	(170,128)	(156,647)	(66,072)	(60,488)	(5,584)	(826,751)	(602,938)	(223,813)	[836,900]
Other Income/Expense													
Other Income	38	(150)	188	14	(150)	164	10	(20)	09	62	(320)	412	(009)
Other Expense	9,073	7,792	1,281	12,611	11,216	1,395	4,265	4,107	158	25,950	23,115	2,835	41,802
Net Other Income	(560,6)	(7,942)	(1,093)	(12,597)	(11,366)	(1,231)	(4,255)	(4,157)	(86)	(25,887)	(23,465)	(2,422)	(42,402)
	(443 640)	(ARC ORE)	100 000	ACTE GEE!	(404 404)	1078 (31)	(705 07)	(CA CAE)	(5 KR2)	(852.638)	(626 403)	(255 255)	(879.302)

# SOLOMO Technology, Inc. Notes & Schedules to Support Financial Statements July 31, 2014 Unaudited

			Acco	ounts Rece	ivable	2				
	Cu	rrent		1-30	3	1 - 60	6	1 - 90	> 90	Total
Berntsen	-	21,420		39,023					-	60,443
CGN				~=		90			3	90
Citycom Marketing LLC				*		15		15,000		15,000
CMFG		9,625		-		-		-:		9,625
COX		100,000				<b>G</b>		*3	3	100,000
DIA		5,143				227		27	(×	5,143
Performance Gateway		~		22,000		(*)		12,988		34,988
Swallow Solutions						2		-	10,000	10,000
The U-Group		2		2		300		*1	12,000	12,000
Tytler's BMW Cycle of GB		~		11,953				2	100	11,953
WIN		3,263		-		1,013		*	27	4,275
XXXX	S	139,451	\$	72,975	\$	1,103	\$	27,988	\$ 22,000	\$ 263,516

		Accounts Pay				
	Current	1 - 30	31 - 60	61 - 90	> 90	Total
5-Nines Data LLC		2,807	2,807	2,458	2,458	10,529
ADITI		-	•		7,723	7,723
Aspect Software	15,215	Se .		=	75	15,215
Baker Tilly Virchow Krause		12	2,000	4,000	60	6,060
Boyle Fredrickson S.C.*	ş	3	533	*	4,682	5,215
Cynthia R Cauthern	10,560	169	رٿن	2,500		13,230
Employee Expenses	624	1,914	2,983	232	:37	5,753
Fine Point Consulting	293	3,803	525	*	30	4,095
First Business Factors		500	200	5	:5:	500
FIRST Insurance Funding Corp.		90	253	9	===	253
Foley and Lardner, LLP		2,502	020	2	7.65	2,502
Future Privacy Forum	-	(#)	5,000		3.53	5,000
Garter Inc	33,800	250	-	€	(46)	33,800
Just Coffee Cooperative	29	57	56	*		143
PR Newswire		.₩Y	()意	8	2,110	2,110
Quarles & Brady LLP		840	<b>3</b>	8	13,125	13,965
RLM Finsbury, LLC	-	=40	22	1,725	59 <del>6</del> 3	1,725
Streak Wave	-	348		20	(5)	20
Topline Venture Consulting	-		18:	3,000	727	3,000
Travelers	:=	286		12 m	0=1	286
UPS	99		121	-	0.00	99
WEDC-V	-	198	3,100		1.5	3,100
		5=2	4,590	ā	18	4,590
West Washington Associates		1,000	-,,,,,,	32	W	1,000
Wisconsin Investment Partners	\$ 60,620	\$ 13,878	\$ 21,322	\$ 13,934	\$ 30,158	139,91

#### SOLOMO Technology, Inc. Notes & Schedules to Support Financial Statements July, 2014 Unaudited

Prepaid Expense	S
Gartner, Inc.	30,983
Prepaid Insurance	5,260
Prepaid Legal Fees	' 95
Future of Privacy Forum	3,750
	40,088

Other Current Liab	pilities
Accrued Expenses	50,331
Accrued Commissions	50,395
Use Tax Payable	144
Sales Tax Payable	0.5
Deferred Revenue	89,167
Rent Payable	4,590
	194,626

#### Schedule of Indebtedness - WEDC Loans

WEDC holds a first position General Business Security Agreement on all assets now owned or hereinafter acquired.

	Loan 1	Loan 2
Interest Rate	6.00%	6.00%
Balance at 7/31/14	\$94,249	\$122,058
Maturity Date	4/1/2017	3/1/2018
P&I Payments Begin	5/1/2013	4/1/2014
Monthly Payment	\$3,104	\$3,100

#### Covenants:

- 1) Interim and/or fiscal year end financials with Verified Statement describing use of funds
- 2) Periodic inspection of premises and records
- 3) Nondiscrimination in Employment
- 4) Borrower shall not consolidate or merge
- 5) Borrower shall conduct activities in Wisconsin for 5 years

#### Schedule of Indebtedness - Evans Estate Loan

Note Payable to Skip Evans for equity redemption (Class B units) in 2012

 Interest Rate
 3.25%

 Balance at 7/31/14
 \$7,074

 Maturity Date
 10/27/2015

 P&I Payments Begin
 10/27/2013

 Annual Principal Payment
 \$3,460

NOTE: All accrued interest on the principal balance shall also be due and payable on each principal payment date

Covenants:

N/A

#### Schedule of Indebtedness - MDC Loan

Venture Debt loan for the purpose of providing working capital for continued growth and staffing needs. MDC holds a lien on all business assets, subordinate to the lien held by WEDC

| Transparent |

#### Covenants

- 1) MDC has the right during the 45 month loan term to obtain ownership interest in the Borrower ("Shares of Series A Preferred")
- 2) Quarterly Financial Statements due to MDC within 30 days after the end of each fiscal quarter.
- 3) Annual Financial Statements due within 90 days of year-end.
- 4) Borrower shall provide & maintain hazard insurance coverage on secured assets
- 5) Borrower shall pay a 1.5% processing fee (\$7,500) at closing.
- 6) Borrower shall provide a promissory note and security agreement to MDC at closing.



# Income Statement - Unaudited As of July 31, 2014

	MTD	YTD
Revenue Total Revenue	117,726	590,792
Total Cost of Goods Sold	67,091	415,070
Gross Profit	50,635	175,721
Gross Profit %	43%	30%
Expense		
Research & Development	58,157	451,117
Sales & Marketing	28,080	277,287
G&A	29,200	268,826
Total Expense	115,437	997,230
Ordinary Income (loss)	(64,803)	(821,509)
Depreciation & Amortization	1,269	5,242
Interest Expense (Income)	4,255	25,887
Total Other Expense (Income)	5,524	31,129
Net Income	\$ (70,327)	\$ (852,638)

# SOLOMO Technology, Inc. Notes & Schedules to Support Financial Statements July 31, 2014 Unaudited

#### **Review Comments**

- (1) The total payroll expense incurred for the month ended July 31st, 2014 is \$124,281. The total payroll expense for the year-to-date through July 31st is \$1,016,179. The monthly payroll expenses have decreased compared to prior months at the begining of the year due to several salaried employees being converted to hourly (1 Sales dept. employee, 3 Services dept. employees, and 1 Product Engineering employee). In addition, several of the salaried employees have taken pay- cuts.
- (2) To maintain the current level of liquidity, SOLOMO is working with their vendors to prolong the timing of bill payments, this is the reason for the large balance in the 90+ days past due category. Also, Cynthia Cauthern will no longer be submitting monthly contract sales invoices. Starting in August, more bill payments will be made since the Series A Top Off Funds have been received.
- (3) Deferred Revenue is comprised of Cox, CBRE, and City.com's annual license fees. This revenue will be recognized ratably over the course of 12 months. The balance in deferred revenue is \$89,166.67 at July 31, 2014.
- (4) Year-to-date Revenue is \$680k less than budget for YTD. The negative variance is not due in particular to either revenue source doing worse than the other; as the difference for both Product and Service is revenue are \$357k and \$321k respectively which is only a \$25k difference between the two budget differentiations. Solomo has put \$100k into deferred revenue which will be recognized ratably over the course of 12 months.
- (5) MDC has granted SOLOMO a 3-month extension on the commencement of Principal payments on the MDC loan. Principal payments will now begin in September of 2014.
- (6) Fiore has delayed rent payments due for the next couple of months, while SOLOMO is working on the next equity capital raise. This balance is reflected in other current liabilities with a current balance of \$4,590. SOLOMO started paying rent again, but has yet to make up the previous months' rent payable. They will pay down the remaining balance at the beginning of August.
- (7) SOLOMO received investments to top off the Series A round in July 2014 in the amount of \$156k. The remaining  $^{\sim}$ \$50k is expected to be received in August 2014.
- (8) Per Liz's request, we relcassified several of the revenue accounts for 2014. This reclass did not change the total amount of revenue received for the year.
- (9) Hosting services for the month of July was up by \$5,286 when compared to June. (July \$7,887 vs. June \$2,601 respectively) The variance is mainly because of the hosting credits we received in June. July's hosting expense aligns more normatively with prior months.
- (10) The prepaid expense account increased by \$33,800 in the month of July. This is due to adding the subscription to Gartner onto the account. This expense will be recognized ratably over the next 12 months and will decrease on a monthly basis until the end of the yearly subscription.
- (11) The deferred revenue account in July is significantly higher then in June, (\$89,166 vs. \$44,167 respectively). The main reason for the increase is the Cox contract. Per the contract, we recognized \$50,000 immediately and recognized \$50,000 monthly on a pro rata basis.