PART III – CONFIDENTIAL FINANCIAL INFORMATION

Nevada Army National Guard Implementation & Inventory of BUILDER SMS Project

RFP #3522
02/14/18

Submitted to:
Attn: Nancy Feser, Purchasing Officer
State of Nevada, Purchasing Division
515 E. Musser Street, Suite 300
Carson City

Submitted by:
Clover Leaf Solutions, Inc.
8565 S Eastern Ave. #150
Las Vegas, NV 89123
505.715.0664

CLOVER LEAF

This proposal includes data that shall not be disclosed outside the Nevada Army National Guard (NVARNG) and shall not be duplicated, used, or disclosed—in whole or in part—for any purpose other than to evaluate this proposal. If, however, a contract is awarded to this offeror as a result of—or in connection with—the submission of this data NVARNG shall have the right to duplicate, use, or disclose the data to the extent provided in the resulting contract. This restriction does not limit NVARNG right to use information contained in this data if it is obtained from another source without restriction. The data subject to this restriction are contained in all sheets in this proposal.

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Section I – Title Page

Part III – Confidential Financial Information	
RFP Title:	NV Army National Guard Implementation & Inventory of BUILDER SMS Project
RFP:	3522
Vendor Name:	Clover Leaf Solutions, Inc.
Address:	8565 S Eastern Ave. #150 Las Vegas, NV 89123
Opening Date:	February 14, 2018
Opening Time:	2:00 PM

Clover Leaf Solutions, Inc.
5600 Wyoming Blvd. NE, Suite 270
Albuquerque, NM 87019
505-715-0664

CLOVER LEAF

Matt Custer
President, Principal
(authorized signature)

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Clover Leaf Solutions, Inc.

BALANCE SHEET

December 31, 2015

Assets

Current Assets	
Cash and Cash Equivalents	279,921.18
Accounts Receivable	4,101,765.12
Total Current Assets	**4,381,686.30**
Property and Equipment	
Net Fixed Assets	28,250.27
Total Property and Equipment	**28,250.27**
Other Assets	
Investment- @ Pay LLC	162,757.27
Notes Receivable - @ Pay LLC	1,011,675.74
Other Assets	10,373.63
Total Other Assets	**1,184,806.64**
Total Assets	**$ 5,594,743.21**

Liabilities and Stockholders' Equity

Current Liabilities	
Accounts Payable	$ 75,368.30
Credit Cards	25,257.27
401K Payable	40,388.66
Current Portion of LTD	142,134.98
Payroll Liabilities	18,906.24
Sales Tax Payable	26,585.60
Shareholder Loans	156,513.83
Total Current Liabilities	**485,154.88**
Long-Term Liabilities	
Current Portion LTD	(142,134.98)
Los Alamos Natl Bank CL - 7170	781,803.71
Notes Payable	380,000.00
Total Long-Term Liabilities	**1,019,668.73**
Total Liabilities	**1,504,823.61**
Stockholders' Equity	
Capital - Paid in Capital	6,332.00
Capital Stock	1,000.00
Distributions	0.00
Retained Earnings	3,224,863.78
Net Income	857,723.82
Total Stockholders' Equity	**4,089,919.60**
Total Liabilities and Stockholders' Equity	**$ 5,594,743.21**

Clover Leaf Solutions, Inc.

STATEMENT OF INCOME

Year Ended Dec 31, 2015

Revenue	
Service Revenue	$ 8,348,251.64
Reimbursed Expenses-Income	75,377.24
Total Revenue	**8,423,628.88**
Cost of Goods Sold	
Direct Costs	(169,990.54)
Direct Materials	20,912.94
Expense Reimbursment	266,680.46
Outside Consultants	147,481.01
Postage and Delivery-Project	6,550.61
Cost of labor - COS	4,713,273.14
Reimbursable Expenses	5,460.98
Supplies-Project	177,521.58
Travel-Project	45,196.08
Total Cost of Goods Sold	**5,213,086.26**
Gross Profit	**3,210,542.62**
Operating Expenses	
Donations	600.00
G & A Expense	75,796.73
Indirect Fringe	441,288.61
OH Travel	5,860.86
Other Taxes	408.38
Overhead	301,266.42
Overhead ODCs	14,518.14
Payroll Expense	1,435,065.11
Unallowable	50,711.66
Total Operating Expenses	**2,325,515.91**
Other Income/Exspenses	
Interest Income	51,608.64
Interest Expense	78,911.53
Total Other Expenses	**130,520.17**
Net Income (Loss)	**$ 857,723.82**

Clover Leaf Solutions, Inc.

BALANCE SHEET

December 31, 2016

Assets

Current Assets	
Cash and Cash Equivalents	670,365.98
Accounts Receivable	1,036,823.73
Total Current Assets	**1,707,189.71**
Property and Equipment	
Net Fixed Assets	206,968.26
Total Property and Equipment	**206,968.26**
Other Assets	
Due from Taxation & Revenue Dep	32,524.62
Due form Shareholder-Killoran	52,278.70
Investment- @ Pay LLC	269,756.27
Notes Receivable - @ Pay LLC	1,377,907.06
Other Assets	5,873.63
Total Other Assets	**1,738,340.28**
Total Assets	**$ 3,652,498.25**

Liabilities and Stockholders' Equity

Current Liabilities	
Accounts Payable	$ 24,075.87
Credit Cards	63,137.98
401K Payable	29,281.60
Deferred Revenue	148,630.21
Current Portion of LTD	142,134.98
Payroll Liabilities	18,364.31
Sales Tax Payable	9,148.31
Shareholder Loans	128,513.83
Total Current Liabilities	**563,287.09**
Long-Term Liabilities	
Current Portion LTD	(142,134.98)
Los Alamos Natl Bank CL - 7170	430,770.20
Notes Payable	280,000.00
Total Long-Term Liabilities	**568,635.22**
Total Liabilities	**1,131,922.31**
Stockholders' Equity	
Capital - Paid in Capital	6,332.00
Capital Stock	1,000.00
Distributions	0.00
Retained Earnings	4,547,782.36
Net Income	886,465.14
Total Stockholders' Equity	**5,441,579.50**
Total Liabilities and Stockholders' Equity	**$ 3,652,498.25**

Clover Leaf Solutions, Inc.

STATEMENT OF INCOME

For the twelve months ended December 31, 2016

Revenue	
Service Revenue	$ 10,109,751.70
Reimbursed Expenses-Income	200,924.11
Total Revenue	**10,310,675.81**
Cost of Goods Sold	
Direct Costs	41,165.93
Expense Reimbursment	307,286.04
Outside Consultants	134,698.77
Postage and Delivery-Project	4,414.62
Subcontractors & Consultants	42,100.40
Supplies-Project	70,865.34
Supplies -Construction	5,925.26
Travel-Project	5,234.97
Total Cost of Goods Sold	**611,691.33**
Gross Profit	**9,698,984.48**
Operating Expenses	
Donations	800.00
G & A Expense	1,852.96
Indirect Fringe	446,964.41
Insurance General Liability	59,744.58
OH Travel	69,731.46
Other Taxes	5,591.38
Overhead	625,713.19
Overhead ODCs	21,829.90
Payroll Expense	6,863,284.46
Unallowable	18,778.56
Total Operating Expenses	**8,114,290.90**
Other Income/Exspenses	
Other Income	(637,005.21)
Interest Expense	61,223.23
Total Other Expenses	**(575,781.98)**
Net Income (Loss)	**$ 886,465.14**