

APPLIED CAPITAL, LLC
STATEMENT OF OPERATIONS
FOR THE YEAR ENDED DECEMBER 31, 2016

REVENUES

Mutual fund referral fees	\$ 4,108,554
Mutual fund 12b-1 trail fees	267,001
Referral fees	1,961,879
Investment banking	535,638
Other - reimbursed expenses	95,578
Total revenues	<u>6,968,650</u>

EXPENSES

Compensation and benefits	6,562,712
Professional services	54,846
Licenses and registration	41,978
IT, data and communications	11,153
Occupancy	5,688
Referral fees paid to other broker-dealers	11,264
Other operating expenses	5,704
Total expenses	<u>6,693,345</u>

NET INCOME

\$ 275,305

See Accompanying Notes