

SECURITIES AND EXCHANGE COMMISSION

FORM 10-Q

Quarterly report pursuant to sections 13 or 15(d)

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VirTra, Inc

CIK: **1085243** | IRS No.: **931207631** | State of Incorp.: **NV** | Fiscal Year End: **1231**
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**UNITED STATES
SECURITIES AND EXCHANGE COMMISSION
Washington, D.C. 20549**

FORM 10-Q

QUARTERLY REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934

For the quarterly period ended September 30, 2022

TRANSITION REPORT PURSUANT TO SECTION 13 OR 15(d) OF THE SECURITIES EXCHANGE ACT OF 1934

For the transition period from _____ to _____

Commission file number: 001-38420

VIRTRA, INC.

(Exact name of registrant as specified in its charter)

Nevada

(State or other jurisdiction of
incorporation or organization)

93-1207631

(I.R.S. Employer
Identification No.)

295 E. Corporate Place, Chandler, AZ

(Address of principal executive offices)

85225

(Zip Code)

Registrant's telephone number, including area code: (480) 968-1488

N/A

(Former name, former address and former fiscal year, if changed since last report)

Securities registered pursuant to Section 12(b) of the Act:

<u>Title of each class</u>	<u>Trading Symbol(s)</u>	<u>Name of each exchange on which registered</u>
Common Stock, \$0.0001 par value	VTSI	Nasdaq Capital Market

Indicate by check mark whether the registrant (1) has filed all reports required to be filed by Section 13 or 15(d) of the Securities Exchange Act of 1934 during the preceding 12 months (or for such shorter period that the registrant was required to file such reports), and (2) has been subject to such filing requirements for the past 90 days. Yes No

Indicate by check mark whether the registrant has submitted electronically every Interactive Data File required to be submitted pursuant to Rule 405 of Regulation S-T (§ 232.405 of this chapter) during the preceding 12 months (or for such shorter period that the registrant was required to submit such files). Yes No

Indicate by check mark whether the registrant is a large accelerated filer, an accelerated filer, a non-accelerated filer, smaller reporting company, or an emerging growth company. See the definitions of "large accelerated filer," "accelerated filer," "smaller reporting company," and "emerging growth company" in Rule 12b-2 of the Exchange Act.

Large accelerated filer	<input type="checkbox"/>	Accelerated filer	<input type="checkbox"/>
Non-accelerated filer	<input checked="" type="checkbox"/>	Smaller reporting company	<input checked="" type="checkbox"/>
		Emerging growth company	<input checked="" type="checkbox"/>

If an emerging growth company, indicate by check mark if the registrant has elected not to use the extended transition period for complying with any new or revised financial accounting standards provided pursuant to Section 13(a) of the Exchange Act.

Indicate by check mark whether the registrant is a shell company (as defined in Rule 12b-2 of the Act). Yes No

As of November 7, 2022, the registrant had 10,898,259 shares of common stock outstanding.

**VIRTRA, INC.
FORM 10-Q**

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**PART I: FINANCIAL INFORMATION
ITEM 1. FINANCIAL STATEMENTS**

**VIRTRA, INC.
BALANCE SHEETS**

September 30, 2022

December 31, 2021

	(Unaudited)	
ASSETS		
Current assets:		
Cash and cash equivalents	\$ 15,673,154	\$ 19,708,565
Accounts receivable, net	2,318,534	3,896,739
Inventory, net	9,770,050	5,014,924
Unbilled revenue	4,105,351	3,946,446
Prepaid expenses and other current assets	705,063	940,887
Total current assets	32,572,152	33,507,561
Long-term assets:		
Property and equipment, net	14,591,480	12,864,766
Operating lease right-of-use asset, net	1,333,270	784,306
Intangible assets, net	593,403	535,079
Security deposits, long-term	35,691	19,712
Other assets, long-term	376,461	189,734
Deferred tax asset, net	1,561,857	1,674,234
Total long-term assets	18,492,162	16,067,831
Total assets	\$ 51,064,314	\$ 49,575,392
LIABILITIES AND STOCKHOLDERS' EQUITY		
Current liabilities:		
Accounts payable	\$ 697,862	\$ 789,394
Accrued compensation and related costs	1,165,094	1,062,078
Accrued expenses and other current liabilities	1,127,161	991,744
Note payable, current	232,588	236,291
Operating lease liability, short-term	548,376	347,772
Deferred revenue, short-term	3,074,815	4,135,565
Total current liabilities	6,845,896	7,562,844
Long-term liabilities:		
Deferred revenue, long-term	2,987,138	1,992,625
Note payable, long-term	8,108,545	8,280,395
Operating lease liability, long-term	854,583	505,383
Other long term liabilities	-	5,436
Total long-term liabilities	11,950,266	10,783,839
Total liabilities	18,796,162	18,346,683
Commitments and contingencies (See Note 9)		
Stockholders' equity:		
Preferred stock \$0.0001 par value; 2,500,000 authorized; no shares issued or outstanding	-	-
Common stock \$0.0001 par value; 50,000,000 shares authorized; 10,898,259 shares issued and outstanding as of September 30, 2022 and 10,807,130 shares issued and outstanding as of December 31, 2021	1,089	1,081
Class A common stock \$0.0001 par value; 2,500,000 shares authorized; no shares issued or outstanding	-	-
Class B common stock \$0.0001 par value; 7,500,000 shares authorized; no shares issued or outstanding	-	-
Additional paid-in capital	31,401,259	30,923,391
Retained earnings (Accumulated deficit)	865,804	304,237

Total stockholders' equity	<u>32,268,152</u>	<u>31,228,709</u>
Total liabilities and stockholders' equity	<u>\$ 51,064,314</u>	<u>\$ 49,575,392</u>

See accompanying notes to unaudited financial statements.

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VIRTRA, INC.
STATEMENTS OF OPERATIONS
(Unaudited)

	Three Months Ended		Nine Months Ended	
	September 30, 2022	September 30, 2021	September 30, 2022	September 30, 2021
Revenues:				
Net sales	\$ 4,903,397	\$ 6,093,263	\$ 19,654,008	\$ 15,790,364
Total revenue	<u>4,903,397</u>	<u>6,093,263</u>	<u>19,654,008</u>	<u>15,790,364</u>
Cost of sales	<u>2,387,307</u>	<u>3,217,911</u>	<u>8,707,096</u>	<u>7,211,807</u>
Gross profit	<u>2,516,090</u>	<u>2,875,352</u>	<u>10,946,912</u>	<u>8,578,557</u>
Operating expenses:				
General and administrative	2,900,100	1,958,038	8,281,543	5,670,883
Research and development	<u>687,890</u>	<u>651,734</u>	<u>1,984,343</u>	<u>1,257,271</u>
Net operating expense	<u>3,587,990</u>	<u>2,609,772</u>	<u>10,265,886</u>	<u>6,928,154</u>
Income (loss) from operations	<u>(1,071,900)</u>	<u>265,580</u>	<u>681,026</u>	<u>1,650,403</u>
Other income (expense):				
Other income	112,571	(11,981)	223,950	38,777
Gain on forgiveness of note payable	-	1,320,714	-	1,320,714
Other (expense) income	<u>(66,235)</u>	<u>21,948</u>	<u>(195,408)</u>	<u>(13,094)</u>
Net other income (expense)	<u>46,336</u>	<u>1,330,681</u>	<u>28,542</u>	<u>1,346,397</u>
Income (Loss) before provision for income taxes	(1,025,564)	1,596,261	709,568	2,996,800
Provision (Benefit) for income taxes	<u>(222,683)</u>	<u>253,289</u>	<u>148,001</u>	<u>469,306</u>
Net income (loss)	<u>\$ (802,881)</u>	<u>\$ 1,342,972</u>	<u>\$ 561,567</u>	<u>\$ 2,527,494</u>
Net income (loss) per common share:				
Basic	<u>\$ (0.07)</u>	<u>\$ 0.12</u>	<u>\$ 0.05</u>	<u>\$ 0.26</u>
Diluted	<u>\$ (0.07)</u>	<u>\$ 0.12</u>	<u>\$ 0.05</u>	<u>\$ 0.25</u>
Weighted average shares outstanding:				
Basic	<u>10,867,745</u>	<u>10,792,520</u>	<u>10,850,912</u>	<u>9,745,091</u>
Diluted	<u>10,867,745</u>	<u>11,031,922</u>	<u>10,870,842</u>	<u>10,111,458</u>

See accompanying notes to unaudited financial statements.

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VIRTRA, INC.
STATEMENTS OF CHANGES IN STOCKHOLDERS' EQUITY
(Unaudited)

For the Three Months Ended September 30, 2022

	Preferred Stock		Common Stock		Additional Paid-In Capital	Treasury Stock	Accumulated Earnings	Total
	Shares	Amount	Shares	Amount				
Balance at June 30, 2022	-	\$ -	10,876,945	\$ 1,087	\$ 31,356,608	\$ -	\$ 1,668,685	\$33,026,380
Stock options exercised	-	-	10,000	1	21,125	-	-	21,126
Stock issued for cash in offering, net	-	-	-	-	-	-	-	-
Stock options repurchased	-	-	-	-	-	-	-	-
Stock issued for services	-	-	11,314	1	756	-	-	757
Stock reserved for future services	-	-	-	-	22,770	-	-	22,770
Treasury stock	-	-	-	-	-	-	-	-
Treasury stock cancelled	-	-	-	-	-	-	-	-
Net income	-	-	-	-	-	-	(802,881)	(802,881)
Balance at September 30, 2022	-	\$ -	10,898,259	\$ 1,089	\$ 31,401,259	\$ -	\$ 865,804	\$32,268,152

For the Nine Months Ended September 30, 2022

	Preferred Stock		Common Stock		Additional Paid-In Capital	Treasury Stock	Accumulated Earnings	Total
	Shares	Amount	Shares	Amount				
Balance at December 31, 2021	-	\$ -	10,807,130	\$ 1,081	\$ 30,923,391	\$ -	\$ 304,237	\$31,228,709
Stock options exercised	-	-	15,000	1	33,850	-	-	33,851
Stock issued for cash in offering, net	-	-	-	-	-	-	-	-
Stock options repurchased	-	-	-	-	-	-	-	-
Stock issued for services	-	-	76,129	7	350,751	-	-	350,758
Stock reserved for future services	-	-	-	-	93,267	-	-	93,267
Treasury stock	-	-	-	-	-	-	-	-
Treasury stock cancelled	-	-	-	-	-	-	-	-
Net income	-	-	-	-	-	-	561,567	561,567
Balance at September 30, 2022	-	\$ -	10,898,259	\$ 1,089	\$ 31,401,259	\$ -	\$ 865,804	\$32,268,152

For the Three Months Ended September 30, 2021

	Preferred Stock		Common Stock		Additional Paid-In Capital	Treasury Stock	Accumulated Deficit	Total
	Shares	Amount	Shares	Amount				
Balance at June 30, 2021	-	\$ -	10,780,030	\$ 1,078	\$ 30,694,430	\$ -	\$ (1,051,330)	\$29,644,178
Stock options exercised	-	-	2,500	-	5,250	-	-	5,250
Stock issued for services	-	-	24,600	3	171,213	-	-	171,216
Net loss	-	-	-	-	-	-	1,342,972	1,342,972
Balance at September 30, 2021	-	\$ -	10,807,130	\$ 1,081	\$ 30,870,893	\$ -	\$ 291,642	\$31,163,616

For the Nine Months Ended September 30, 2021

	Preferred Stock		Common Stock		Additional Paid-In Capital	Treasury Stock	Accumulated Deficit	Total
	Shares	Amount	Shares	Amount				
Balance at December 31, 2020	-	\$ -	7,775,030	\$ 778	\$ 13,893,660	\$ -	\$ (2,235,852)	\$11,658,586

Stock options exercised	-	-	7,500	-	11,320	-	-	11,320
Stock issued for cash in offering, net	-	-	3,000,000	300	16,794,700	-	-	16,795,000
Stock issued for services	-	-	24,600	3	171,213	-	-	171,216
Net income	-	-	-	-	-	-	2,527,494	2,527,494
Balance at September 30, 2021	-	\$ -	10,807,130	\$ 1,081	\$ 30,870,893	\$ -	\$ 291,642	\$31,163,616

See accompanying notes to unaudited financial statements.

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VIRTRA, INC.
STATEMENTS OF CASH FLOWS
(Unaudited)

	Nine Months Ended September 30,	
	2022	2021
Cash flows from operating activities:		
Net income	\$ 561,567	\$ 2,527,494
Adjustments to reconcile net income to net cash (used in) provided by operating activities:		
Depreciation and amortization	659,775	367,253
Right of use amortization	291,879	231,300
Gain on forgiveness of note payable	-	(1,329,280)
Employee stock compensation	-	171,216
Stock issued for service	444,025	-
Changes in operating assets and liabilities:		
Accounts receivable, net	1,578,205	(3,512,154)
Inventory, net	(4,755,126)	(2,417,589)
Deferred taxes	112,377	409,893
Unbilled revenue	(158,905)	1,062,316
Prepaid expenses and other current assets	235,824	(242,322)
Other assets	(186,727)	(33,150)
Security deposits, long-term	(15,979)	66,788
Accounts payable and other accrued expenses	137,762	912,318
Payments on operating lease liability	(291,039)	(239,259)
Deferred revenue	(66,237)	3,387,802
Net cash provided by (used in) operating activities	<u>\$ (1,452,599)</u>	<u>1,362,626</u>
Cash flows from investing activities:		
Purchase of certificates of deposit	-	-
Redemption of certificates of deposit	-	-
Purchase of intangible assets	(120,016)	(627,765)
Purchase of property and equipment	(2,324,058)	(11,407,278)
Net cash (used in) investing activities	<u>(2,444,074)</u>	<u>(12,035,043)</u>
Cash flows from financing activities:		
Repurchase of stock options	-	-
Principal payments of debt	(172,589)	(20,195)
Net proceeds from long term debt	-	8,590,151
Stock issued for cash in offering, net	-	16,795,000
Stock options exercised	33,851	11,320
Purchase of treasury stock	-	-
Note payable-PPP Loan	-	-

Net cash provided by (used in) financing activities	(138,738)	25,376,276
Net increase (decrease) in cash and restricted cash	(4,035,411)	14,703,859
Cash and restricted cash, beginning of period	19,708,565	6,841,984
Cash and restricted cash, end of period	\$ 15,673,154	\$ 21,545,843
Supplemental disclosure of cash flow information:		
Cash (refunded) paid:		
Income taxes paid (refunded)	\$ 99,035	\$ 78,096
Interest paid	128,507	20,783
Supplemental disclosure of non-cash investing and financing activities:		
Addition of new lease and corresponding ROU asset and lease liability	\$ 840,843	-
Conversion of inventory to property and equipment	322,968	-

See accompanying notes to unaudited financial statements.

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VIRTRA, INC.
NOTES TO FINANCIAL STATEMENTS
(Unaudited)

Note 1. Organization and Significant Accounting Policies

Organization and Business Operations

VirTra, Inc. (the “Company,” “VirTra,” “we,” “us” or “our”), located in Chandler, Arizona, is a global provider of judgmental use of force training simulators, firearms training simulators and driving simulators for the law enforcement, military, educational and commercial markets. The Company’s patented technologies, software, and scenarios provide intense training for de-escalation, judgmental use-of-force, marksmanship and related training that mimics real-world situations. VirTra’s mission is to save and improve lives worldwide through practical and highly-effective virtual reality and simulator technology. The Company sells its products worldwide through a direct sales force and international distribution partners. The original business started in 1993 as Ferris Productions, Inc. In September 2001, Ferris Productions, Inc. merged with GameCom, Inc. to ultimately become VirTra, Inc., a Nevada corporation.

During March 2020, a global pandemic was declared by the World Health Organization related to the outbreak of a novel strain of coronavirus (COVID-19). The pandemic has significantly impacted the economic conditions in the U.S. The ultimate impact of the pandemic on the Company’s results of operations, financial position, liquidity or capital resources cannot be reasonably estimated at this time. To date, the COVID-19 restrictions resulted in reduced customer shipments and customer system installations. These developments have resulted in lower recognized revenue and possibly lower gross margin. To date, there have been minimal order cancellations; rather, due to disruption in the supply chain there have only been delays in when orders ship or installations occur and all delayed orders remain in backlog. Any future impact cannot be reasonably estimated at this time.

The Russian-Ukraine conflict is a global concern. The Company does not have any significant direct exposure to Russia or Ukraine through its operations, employee base, investments, or sanctions. We have no basis to evaluate the possible risks of this conflict.

Basis of Presentation

The unaudited financial statements included herein have been prepared by us without audit pursuant to the rules and regulations of the Securities and Exchange Commission (“SEC”) and should be read in conjunction with our audited financial statements for the year ended December 31, 2021 included in the Company’s Annual Report on Form 10-K for the fiscal year ended December 31, 2021 filed with the SEC on August 2, 2022. Certain information and footnote disclosures normally included in financial statements prepared in accordance with accounting principles generally accepted in the United States of America (“GAAP”) have been condensed or omitted as permitted by the SEC, although we believe the disclosures that are made are adequate to make the information presented herein not misleading.

The accompanying unaudited financial statements reflect, in our opinion, all normal recurring adjustments necessary to present fairly our financial position at September 30, 2022 and the results of our operations and cash flows for the periods presented. We derived the December 31, 2021 balance sheet data from audited financial statements; however, we did not include all disclosures required by GAAP.

Interim results are subject to seasonal variations, and the results of operations for the nine months ended September 30, 2022 are not necessarily indicative of the results to be expected for the full year.

Use of Estimates

The preparation of financial statements in conformity with GAAP requires management to make estimates that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities as of the date of the financial statements and the reported amounts of revenues and expenses during the reporting period. Actual results could differ significantly from those estimates. Significant accounting estimates in these financial statements include valuation assumptions for share-based payments, allowance for doubtful accounts, inventory reserves, accrual for warranty reserves, the carrying value of long-lived assets and intangible assets, income tax valuation allowances, and the allocation of the transaction price to the performance obligations in our contracts with customers.

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Revenue Recognition

The Company adopted the Financial Accounting Standards Board's (the "FASB") Accounting Standards Codification ("ASC") 606, Revenue from Contracts with Customer (Topic 606) ("ASC 606") on January 1, 2018 and the Company elected to use the modified retrospective transition method which requires application of ASC 606 to uncompleted contracts at the date of adoption. The adoption of ASC 606 did not have a material impact on the financial statements.

Under ASC 606, the Company must identify the contract with a customer, identify the performance obligations in the contract, determine the transaction price, allocate the transaction price to the performance obligations in the contract, and recognize revenue when (or as) the Company satisfies a performance obligation. Significant judgment is necessary when making these determinations.

The Company's primary sources of revenue are derived from simulator and accessories sales, training and installation, the sale of customizable software and the sale of extended service-type warranties. The Company's policy is to typically invoice upon completion of installation and/or training until such time the performance obligations that have been satisfied are included in unbilled. Sales discounts are presented in the financial statements as reductions in determining net revenues. Credit sales are recorded as current assets (accounts receivable and unbilled revenue). Prepaid deposits received at the time of sale and extended warranties purchased are recorded as current and long-term liabilities (deferred revenue) until earned. The following briefly summarizes the nature of our performance obligations and method of revenue recognition:

<u>Performance Obligation</u>	<u>Method of Recognition</u>
Simulator and accessories	Upon transfer of control
Installation and training	Upon completion or over the period of services being rendered
Extended service-type warranty	Deferred and recognized over the life of the extended warranty
Customized software and content	Upon transfer of control or over the period services are performed depending on the terms of the contract
Customized content scenario	As performance obligation is transferred over time (input method using time and materials expanded)
Sales-based royalty exchanged for license of intellectual property	Recognized as the performance obligation is satisfied over time – which is as the sales occur.

The Company recognizes revenue upon transfer of control or upon completion of the services for the simulator and accessories; for the installation and training and customized software performance obligations as the customer has the right and ability to direct the use of these products and services and the customer obtains substantially all of the remaining benefit from these products and services at that time. Revenue from certain customized content contracts may be recognized over the period the services are performed based on the terms of the contract. For the sales-based royalty exchanged for license of intellectual property, the Company recognized revenue as the sales occur over time.

The Company recognizes revenue on a straight-line basis over the period of services being rendered for the extended service-type warranties as these warranties represent a performance obligation to "stand ready to perform" over the duration of the warranties. As such, the warranty service is performed continuously over the warranty period.

Each contract states the transaction price. The contracts do not include variable consideration, significant financing components or noncash consideration. The Company has elected to exclude sales and similar taxes from the measurement of the transaction price. The contract's transaction price is allocated to the performance obligations based upon their stand-alone selling prices. Discounts to the stand-alone selling prices, if any, are allocated proportionately to each performance obligation.

Disaggregation of Revenue

Under ASC 606, disaggregated revenue from contracts with customers depicts the nature, amount, timing, and uncertainty of revenue and cash flows affected by economic factors. The Company has evaluated revenues recognized and the following table illustrates the disaggregation disclosure by customer's location and performance obligation.

	Three Months ended September 30,							
	2022				2021			
	Commercial	Government	International	Total	Commercial	Government	International	Total
Simulators and accessories	\$ 198,886	\$ 2,641,214	\$ 369,906	\$3,210,006	\$ 1,370,466	\$ 2,645,312	\$ 723,471	\$4,739,249
Extended service-type warranties	29,798	650,839	14,368	695,005	31,910	656,870	25,180	713,960
Customized software and content	-	794,857	3,437	798,294	-	290,829	52,273	343,102
Installation and training	8,992	192,380	(5,860)	195,512	42,952	190,098	59,500	292,550
Licensing and royalties	4,580	-	-	4,580	4,402	-	-	4,402
Total Sales Revenue	<u>\$ 242,256</u>	<u>\$ 4,279,290</u>	<u>\$ 381,851</u>	<u>\$4,903,397</u>	<u>\$ 1,449,730</u>	<u>\$ 3,783,109</u>	<u>\$ 860,424</u>	<u>\$6,093,263</u>

For the three months ended September 30, 2022, governmental customers comprised \$4,279,290, or 87% of total net sales, commercial customers comprised \$242,256, or 5% of total net sales, and international customers comprised \$381,851, or 8% of total net sales. By comparison, for the three months ended September 30, 2021, governmental customers comprised \$3,783,109, or 62%, of total net sales, commercial customers comprised \$1,449,730, or 24%, of total net sales, and international customers comprised \$860,424, or 14%, of total net sales.

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Disaggregation of Revenue

	Nine Months ended September 30,							
	2022				2021			
	Commercial	Government	International	Total	Commercial	Government	International	Total
Simulators and accessories	\$ 1,412,539	\$ 11,175,641	\$ 3,013,844	\$15,602,024	\$ 2,183,796	\$ 7,828,503	\$ 1,907,588	\$11,919,887
Extended service-type warranties	91,836	2,129,077	59,675	2,280,588	79,531	2,001,423	74,196	2,155,150
Customized software and content	-	796,962	212,437	1,009,399	-	905,204	125,716	1,030,920
Installation and training	56,200	599,780	101,437	757,417	93,501	496,251	85,850	675,602
Licensing and royalties	4,580	-	-	4,580	8,805	-	-	8,805
Total Revenue	<u>\$ 1,565,155</u>	<u>\$ 14,701,460</u>	<u>\$ 3,387,393</u>	<u>\$19,654,008</u>	<u>\$ 2,365,633</u>	<u>\$ 11,231,381</u>	<u>\$ 2,193,350</u>	<u>\$15,790,364</u>

For the nine months ended September 30, 2022, governmental customers comprised \$14,701,460, or 75% of total net sales, commercial customers comprised \$1,565,155, or 8% of total net sales, and international customers comprised \$3,387,393, or 17% of total net sales. By comparison, for the nine months ended September 30, 2021, governmental customers comprised \$11,231,381, or 71% of total net sales, commercial customers comprised \$2,365,633, or 15% of total net sales, and international customers comprised \$2,193,350, or 14% of total net sales. For the nine months ended September 30, 2022 and 2021, the Company recorded \$2,076,357 and \$1,349,677, respectively, in STEP revenue, or 10.6% and 8.5%, respectively, of total net sales.

Customer Deposits

Customer deposits consist of prepaid deposits received for equipment purchase orders and for Subscription Training Equipment Partnership ("STEP") operating agreements that expire annually. Customer deposits are considered a deferred liability until the completion of the customer's

contract performance obligation. When revenue is recognized, the deposit is applied to customer's receivable balance. Customer deposits are recorded as a current liability under deferred revenue on the accompanying balance sheet and totaled \$2,657,876 and \$2,371,531 at September 30, 2022 and December 31, 2021, respectively. Changes in deferred revenue amounts related to customer deposits will fluctuate from year to year based upon the mix of customers required to prepay deposits under the Company's credit policy.

Warranty

The Company warrants its products from manufacturing defects on a limited basis for a period of one year after purchase, but also sells separately priced extended service-type warranties for periods of up to four years after the expiration of the standard one-year warranty. During the term of the initial one-year warranty, if the device fails to operate properly from defects in materials and workmanship, the Company will fix or replace the defective product. Deferred revenue for separately priced extended warranties one year or less totaled \$416,939 and \$1,764,034 as of September 30, 2022 and December 31, 2021, respectively. Deferred revenue for separately priced extended warranties longer than one year totaled \$2,987,138 and \$1,815,871 as of September 30, 2022 and December 31, 2021, respectively. The accrual for the one-year manufacturer's warranty liability totaled \$381,000 and \$384,000 as of September 30, 2022 and December 31, 2021, respectively. During the three months ended September 30, 2022 and 2021, the Company recognized revenue of \$1,364,519 and \$713,960, respectively, related to the extended service-type warranties that was amortized from the deferred revenue balance at the beginning of each period. During the nine months ended September 30, 2022 and 2021, the Company recognized revenue of \$2,280,588 and \$2,155,150, respectively. Changes in deferred revenue amounts related to extended service-type warranties will fluctuate from year to year based upon the average remaining life of the warranties at the beginning of the period and new extended service-type warranties sold during the period.

Concentration of Credit Risk and Major Customers and Suppliers

Financial instruments that potentially subject the Company to concentrations of credit risk consist of cash and cash equivalents, certificates of deposit, and accounts receivable.

The Company's cash, cash equivalents and certificates of deposit are maintained with financial institutions with high credit standings and are FDIC insured deposits. The FDIC insures deposits according to the ownership category in which the funds are insured and how the accounts are titled. The standard deposit insurance coverage limit is \$250,000 per depositor, per FDIC-insured bank, per ownership category. The Company had uninsured cash and cash equivalents of \$15,171,851 and \$19,207,786 as of September 30, 2022 and December 31, 2021, respectively.

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Most sales are to governments that are typically made on credit and the Company generally does not require collateral. Management performs ongoing credit evaluations of its customers' financial condition and maintains an allowance for estimated losses. Historically, the Company has experienced minimal charges relative to doubtful accounts.

Historically, the Company primarily sells its products to United States federal and state agencies. For the nine months ended September 30, 2022, one federal agency comprised 11.3% of total net sales. By comparison, for the nine months ended September 30, 2021, no single customer had a significant percentage of total revenue. For the three months ended September 30, 2022, one federal agency comprised 29.2% of total net sales. By comparison, for the three months ended September 30, 2021, one commercial customer comprised 20% of total net sales.

As of September 30, 2022, one federal agency comprised 36.3% of total accounts receivable. By comparison, as of December 31, 2021, the Company did not have any customer that accounted for more than 10% of total accounts receivable.

Net Income (Loss) per Common Share

The net income per common share is computed by dividing net income by the weighted average of common shares outstanding. Diluted net income per share reflects the potential dilution, using the treasury stock method, that would occur if outstanding stock options and warrants were exercised. Earnings per share computations are as follows:

Schedule of Earnings Per Share

	Three Months Ended September 30,		Nine Months Ended September 30,	
	2022	2021	2022	2021
Net Income (loss)	\$ (802,881)	\$ 1,342,972	\$ 561,567	\$ 2,527,494
Weighted average common stock outstanding	10,867,745	10,792,520	10,850,912	9,745,091
Incremental shares from stock options	-	239,402	19,930	366,367
Weighted average common stock outstanding, diluted	10,867,745	11,031,922	10,870,842	10,111,458

Net income (loss) per common share and common equivalent share

Basic	\$ (0.07)	\$ 0.12	\$ 0.05	\$ 0.26
Diluted	\$ (0.07)	\$ 0.12	\$ 0.05	\$ 0.25

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Note 2. Inventory

Inventory consisted of the following as of:

	<u>September 30, 2022</u>	<u>December 31, 2021</u>
Raw materials and work in process	\$ 10,072,481	\$ 5,229,636
Reserve	(302,431)	(214,712)
Total inventory	<u>\$ 9,770,050</u>	<u>\$ 5,014,924</u>

The Company regularly evaluates the useful life of its spare parts inventory and as a result, the Company classified \$322,968 and \$136,241 of spare parts as Other Assets, long-term on the Balance Sheet at September 30, 2022 and December 31, 2021, respectively.

Note 3. Property and Equipment

Property and equipment consisted of the following as of:

	<u>September 30, 2022</u>	<u>December 31, 2021</u>
Land	\$ 1,778,987	\$ 1,778,987
Building & Building Improvements	9,129,364	9,005,205
Computer equipment	1,207,530	1,171,319
Furniture and office equipment	279,423	262,814
Machinery and equipment	2,758,608	1,970,007
STEP equipment	1,769,825	1,496,252
Leasehold improvements	334,934	334,934
Construction in Progress	1,091,905	7,000
Total property and equipment	18,350,576	16,026,518
Less: Accumulated depreciation and amortization	<u>(3,759,096)</u>	<u>(3,161,752)</u>
Property and equipment, net	<u>\$ 14,591,480</u>	<u>\$ 12,864,766</u>

Depreciation expense, including STEP depreciation, was \$597,775 and \$350,963 for the nine months ended September 30, 2022 and 2021, respectively.

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Note 4. Intangible Assets

Intangible assets consisted of the following as of:

	<u>September 30, 2022</u>	<u>December 31, 2021</u>
Patents	\$ 160,000	\$ 160,000
Capitalized media content	451,244	331,228
Acquired lease intangible assets	83,963	83,963

Total intangible assets	695,207	575,191
Less accumulated amortization	(101,804)	(40,112)
Intangible assets, net	\$ 593,403	\$ 535,079

Amortization expense was \$61,692 and \$16,209 for the nine months ended September 30, 2022 and 2021, respectively.

Note 5. Leases

On May 12, 2022, the Company entered into a lease agreement for office and manufacturing space in Orlando, FL. The new lease is classified as an operating lease, with a term of 61 months beginning June 1, 2022 and ending June, 30, 2027, with the first month rent free.

The balance sheet classification of lease assets and liabilities as of September 30, 2022 was as follows:

Balance Sheet Classification	September 30, 2022	
Assets		
Operating lease right-of-use assets, December 31, 2021	\$	784,306
Addition of lease right-of-use asset in 2022		840,843
Amortization for the Nine months ended September 30, 2022		(291,879)
Total operating lease right-of-use asset, September 30, 2022	\$	<u>1,333,270</u>
Liabilities		
Current		
Operating lease liability, short-term	\$	548,376
Non-current		
Operating lease liability, long-term		854,583
Total lease liabilities	\$	<u>1,402,959</u>

Future minimum lease payments as of September 30, 2022 under non-cancelable operating leases are as follows:

Future Minimum Lease Payments	
2022	\$ 286,412
2023	572,794
2024	317,939
2025	191,479
2026	196,311
2027	99,381
Total lease payments	1,664,316
Less: imputed interest	(261,357)
Operating lease liability	\$ <u>1,402,959</u>

The balance sheet classification of lease assets and liabilities as of December 31, 2021 was as follows:

Balance Sheet Classification	December 31, 2021	
Assets		
Operating lease right-of-use assets, December 31, 2020	\$	1,094,527
Amortization for the year ended December 31, 2021		(310,221)
Total operating lease right-of-use asset, December 31, 2021	\$	<u>784,306</u>
Liabilities		
Current		
Operating lease liability, short-term	\$	347,772
Non-current		
Operating lease liability, long-term		505,383
Total lease liabilities	\$	<u>853,155</u>

Future minimum lease payments as of December 31, 2021 under non-cancelable operating leases are as follows:

2022	\$ 379,097
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2023	390,562
2024	131,152
Total lease payments	900,811
Less: imputed interest	(47,656)
Operating lease liability	\$ 853,155

Rent expense for the three months ended September 30, 2022 and 2021 was \$243,440 and \$146,497, respectively. Rent expense for the nine months ended September 30, 2022 and 2021 was \$647,893 and \$436,750, respectively.

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Note 6. Accrued Expenses

Accrued compensation and related costs consisted of the following as of:

	<u>September 30, 2022</u>	<u>December 31, 2021</u>
Salaries and wages payable	\$ 269,530	\$ 422,562
Employee benefits payable	12,821	16,523
Accrued paid time off (PTO)	587,902	483,311
Profit sharing payable	294,841	139,682
Total accrued compensation and related costs	<u>\$ 1,165,094</u>	<u>\$ 1,062,078</u>

Accrued expenses and other current liabilities consisted of the following as of:

	<u>September 30, 2022</u>	<u>December 31, 2021</u>
Manufacturer's warranties	\$ 381,000	\$ 384,000
Warranties-other		-
Loss contingencies		-
Taxes payable	188,816	113,921
Miscellaneous payable	557,345	493,823
Total accrued expenses and other current liabilities	<u>\$ 1,127,161</u>	<u>\$ 991,744</u>

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Note 7. Note Payable

On August 25, 2021, the Company completed the purchase of real property located in Chandler, Arizona (the "Property") for \$10,800,000, paid with cash and proceeds from a mortgage loan from Arizona Bank & Trust in the amount of \$8,600,000. The loan terms include interest to be accrued at a fixed rate of 3% per year, 119 regular monthly payments of \$40,978, and one irregular payment of \$5,956,538 due on the maturity date of August 23, 2031. The Company began making monthly payments on September 23, 2021. The payment and performance of the loan is secured by a security interest in the property acquired.

The note payable amounts consist of the following:

	<u>September 30, 2022</u>	<u>December 31, 2021</u>
Short-term liabilities:		
Note payable, principal	\$ 228,445	\$ 231,871
Accrued interest on note	4,143	4,420
Note payable, short-term	<u>\$ 232,588</u>	<u>\$ 236,291</u>

Long-term liabilities:		
Note payable, principal	\$ 8,108,545	\$ 8,280,395
Note payable, long term	\$ 8,108,545	\$ 8,280,395

Note 8. Related Party Transactions

During the nine months ended September 30, 2022, the Company redeemed 22,500 previously awarded stock options nearing expiration from related parties consisting of the Company's Co-CEO and former COO. The redemptions eliminated the stock options and resulted in a total of \$50,090 in additional compensation expense. During the nine months ended September 30, 2022, one Board member and the Company's former COO purchased 15,000 shares of common stock, \$0.0001 par value per share (the "Common Stock"), pursuant to the exercise of previously awarded stock options at their respective exercise prices, for a total of \$33,851.

During the nine months ended September 30, 2021, the Company redeemed 26,250 previously awarded stock options nearing expiration from related parties consisting of the Company's Co-CEO and former COO. The redemption eliminated the stock options and resulted in a total of \$116,718 in additional compensation expense. During the nine months ended September 30, 2021, one Board member purchased 7,500 shares of Common Stock, pursuant to the exercise of previously awarded stock options at their respective exercise prices, for a total of \$11,320.

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Note 9. Commitments and Contingencies

Litigation

From time to time, the Company is notified of litigation or that a claim is being made against it. The Company evaluates contingencies on an on-going basis and has established loss provisions for matters in which losses are probable and the amount of loss can be reasonably estimated. There is no pending litigation at this time.

Restricted Stock Unit Grants

On August 26, 2021 and April 11, 2022, the Compensation Committee of the Board of Directors issued a total of 392,223, and 288,889 Restricted Stock Units respectively, pursuant to Section 9 of the 2017 Equity Incentive Plan to the co-Chief Executive Officers and the Chief Operating Officer, to be awarded based on achievement of certain performance goals over the next three years. During August 2022, 168,090 Restricted Stock Units were forfeited upon the departure of the Chief Operating Officer.

It is the Company's policy to estimate the fair value of the RSU's on the date of the grant and evaluate the probability of achieving the net profit (net income under GAAP) tranches quarterly. If the target is deemed probable, the expense is amortized on a straight-line basis over the remaining time period. The Company determined based on the vesting terms described above that the net profit (net income under GAAP) for the twelve months ending June 30, 2022, was \$2,720,015 and therefore awarded 5,747 (prior to deduction of 1,840 shares to pay the tax withholding liability) and 7,407 shares of common stock to its Co-Chief Executive Officers. The Company determined based on the vesting terms described above that the net profit (net income under GAAP) for the twelve months ending June 30, 2023, of \$3,000,000 is probable and recorded expenses of \$22,700 and \$93,267 related to the RSUs for the three months and nine months ending September 30, 2022, respectively.

Profit Sharing

VirTra provides a discretionary profit-sharing program that pays out a percentage of Company profits each year as a cash bonus to eligible employees. The cash payment is typically split into two equal payments and distributed pro-rata in April and October of the following year to only active employees. For the nine months ended September 30, 2022 and 2021, \$225,000 and \$226,441 was expensed to operations for profit sharing.

Note 10. Stockholders' Equity

Stock Repurchase

On October 25, 2016, the Company's Board of Directors authorized the repurchase of up to \$1 million of its common stock under Rule 10b-18 promulgated under the Securities Exchange Act of 1934, as amended. Purchases made pursuant to this authorization will be made in the open market, in privately negotiated transactions, or pursuant to any trading plan that may be adopted in accordance with the Rule 10b-18. The timing, manner, price and amount of any repurchases will be determined by the Company in its discretion and will be subject to economic and market conditions, stock price, applicable legal requirements and other factors. On January 9, 2019, VirTra's Board of Directors authorized

an additional \$1 million be allocated for the repurchase of VirTra's stock under the existing 10b-18 plan. The stock repurchase program was suspended as a result of interim rulings for public-company recipients of a PPP loan under the CARES Act. Although the Company's PPP loan was forgiven on July 20, 2021, the suspension of the stock repurchase program continues to remain in effect.

Non-qualified Stock Options

The Company has periodically issued non-qualified stock options to key employees, officers and directors under a stock option compensation plan approved by the Board of Directors in 2009. Terms of option grants are at the discretion of the Board of Directors and are generally seven years. Upon the exercise of these options, the Company expects to issue new authorized shares of its common stock. The following table summarizes all non-qualified stock options as of:

	September 30, 2022		September 30, 2021	
	Number of Stock Options	Weighted Exercise Price	Number of Stock Options	Weighted Exercise Price
Options outstanding, beginning of year	112,500	\$ 3.51	164,167	\$ 3.13
Granted	-	-	-	-
Redeemed	(22,500)	2.55	(26,250)	1.51
Exercised	(15,000)	1.55	(7,500)	1.51
Expired / terminated	-	-	-	-
Options outstanding, end of period	75,000	\$ 4.45	130,417	\$ 3.55
Options exercisable, end of period	75,000	\$ 4.45	130,417	\$ 3.55

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The Company did not have any non-vested stock options outstanding as of September 30, 2022 and December 31, 2021. The weighted average contractual term for options outstanding and exercisable at September 30, 2022 and 2021 was 7 years. The aggregate intrinsic value of the options outstanding and exercisable at September 30, 2022 and 2021 was \$106,332 and \$859,675, respectively. For the three months ended September 30, 2022 and 2021, the Company received payments related to the exercise of options in the amount of \$16,875 and \$5,250, respectively. The aggregate intrinsic value is calculated as the difference between the exercise price of the underlying options and the fair value of the Company's common stock for those stock options that have an exercise price lower than the fair value of the Company's common stock. Options with an exercise price above the fair value of the Company's common stock are considered to have no intrinsic value.

2017 Equity Incentive Plan

Through September 30, 2022, 224,133 and 288,889 restricted stock awards and 14,057, and 10,543 restricted shares have been granted under the Equity Plan to the Company's Co-CEO's and former COO, respectively.

Common stock activity

On September 1, 2022, the Company settled performance-based restricted stock units that had been granted to its co-CEOs by issuing them an aggregate of 11,314 shares (13,154 shares less 1,840 shares withheld for taxes), net of tax withholding liability, valued at \$60,190.48. The Company had achieved net profit for the twelve months ended June 30, 2022 of at least \$2,500,000.

On April 11, 2022, the Company issued Mr. Givens a signing bonus of 64,815 shares of common stock, valued at \$350,001, which are restricted from transfer until the earlier of: i) 12 months of employment having lapsed or ii) the Company terminating employment with Mr. Givens without cause.

Mr. Givens was also granted 288,889 performance-based restricted stock units pursuant to VirTra's 2017 Equity Incentive Plan. Beginning on the last business day of August 2022, a tranche of restricted stock units, having an approximate value of \$40,000, based on current grant day prices, may vest if the Company has achieved net profit for the twelve months ending June 30, 2022 of at least \$2,500,000. For every \$500,000 earned in excess of \$2,500,000 another tranche will vest. If the maximum net profit of \$7,000,000 is achieved, ten tranches would vest. Similarly, on the last business day of August 2023, a tranche of restricted stock units may vest if the Company has achieved a net profit of at least \$3,000,000, with the potential to have additional tranches vest up to a maximum of \$9,000,000 in net profit. This vesting arrangement continues with the last business day of August 2024, with the minimum net profit threshold being \$3,500,000 and the maximum net profit being \$11,000,000.

The vesting schedule notwithstanding, the Compensation Committee shall have the discretion to declare the vesting of any number of restricted stock units should the Company experience unusual results of operations, such as falling below the net profit threshold one year and

exceeding the maximum net profit the following year, so long as the total number of restricted stock units declared to be vested does not exceed the amount awarded. Additionally, while a maximum net profit per year has been set for allocation of the available shares at this time, it is very possible that the Company will exceed these levels during the next 3 years and if such performance occurs, the Compensation Committee will meet to determine if additional compensation is in the best interests of the Company at that time.

On March 31, 2021, the Company entered into a Securities Purchase Agreement (the “Purchase Agreement”) with certain institutional investors (the “Purchasers”), pursuant to which the Company agreed to sell to the Purchasers an aggregate of 3,000,000 shares (the “RDO Shares”) of the Company’s common stock, \$0.0001 par value per share, at a price of \$6.00 per share in a registered director offering (the “Offering”). The RDO Shares were offered and sold by the Company pursuant to an effective shelf registration statement on Form S-3 (File No. 333-238624), which was filed by the Company with the SEC on May 22, 2020 and subsequently declared effective on September 2, 2020, and a related prospectus.

The Company also entered into a placement agent agreement (the “Placement Agency Agreement”) on March 31, 2021 with Roth Capital Partners, LLC (“Roth”), pursuant to which Roth agreed to serve as placement agent for the issuance and sale of the RDO Shares. The Company agreed to pay Roth an aggregate fee equal to 6.5% of the gross proceeds received by the Company from the sale of the securities in the transaction. The Company also agreed to pay Roth a reimbursement for legal fees and expenses in an amount not to exceed \$35,000.

Roth acted as the lead placement agent in the Offering. Lake Street Capital Markets acted as co-placement agent for the Offering. Maxim Group LLC acted as a financial advisor to the Company in connection with the Offering.

A prospectus supplement and the accompanying prospectus relating to and describing the terms of the Offering, dated March 31, 2021, was filed with the SEC on April 2, 2021.

On April 5, 2021, the Company closed the Offering. The total gross proceeds of the Offering were \$18.0 million, before deducting the placement agents’ fees and other estimated Offering expenses which totaled \$1,205,000.

Note 11. Subsequent Events

None.

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ITEM 2. MANAGEMENT’S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATIONS.

The following discussion and analysis of our financial condition and results of operations should be read in conjunction with our unaudited financial statements and related notes included in this Quarterly Report on Form 10-Q and the audited financial statements and notes thereto as of and for the year ended December 31, 2021 and the related Management’s Discussion and Analysis of Financial Condition and Results of Operations, both of which are contained in the Company’s Annual Report on Form 10-K for the year ended December 31, 2021, filed with the Securities and Exchange Commission (the “SEC”) on August 2, 2022.

Forward-Looking Statements

The information in this discussion contains forward-looking statements and information within the meaning of Section 27A of the Securities Act of 1933, as amended and Section 21E of the Securities Exchange Act of 1934, as amended, (the “Exchange Act”), which are subject to the “safe harbor” created by those sections. The words “anticipates,” “believes,” “estimates,” “expects,” “intends,” “may,” “plans,” “projects,” “will,” “should,” “could,” “predicts,” “potential,” “continue,” “would” and similar expressions are intended to identify forward-looking statements, although not all forward-looking statements contain these identifying words. We may not actually achieve the plans, intentions or expectations disclosed in our forward-looking statements and you should not place undue reliance on our forward-looking statements. Actual results or events could differ materially from the plans, intentions and expectations disclosed in the forward-looking statements that we make. The forward-looking statements are applicable only as of the date on which they are made, and we do not assume any obligation to update any forward-looking statements. All forward-looking statements in this Quarterly Report on Form 10-Q are made based on our current expectations, forecasts, estimates and assumptions, and involve risks, uncertainties and other factors that could cause results or events to differ materially from those expressed in the forward-looking statements. In evaluating these statements, you should specifically consider various factors, uncertainties and risks that could affect our future results or operations. These factors, uncertainties and risks may cause our actual results to differ materially from any forward-looking statement set forth in this Quarterly Report on Form 10-Q. You should carefully consider these risk and uncertainties described and other information contained in the reports we file with or furnish to the SEC before making any investment decision with respect to our securities. All forward-looking statements attributable to us or persons acting on our behalf are expressly qualified in their entirety by this cautionary statement.

Business Overview

VirTra, Inc. (the “Company,” “VirTra,” “we,” “us” and “our”) is a global provider of judgmental use of force training simulators, firearms training simulators and driving simulators for the law enforcement, military, educational and commercial markets. The Company’s patented technologies, software, and scenarios provide intense training for de-escalation, judgmental use-of-force, marksmanship and related training that mimics real-world situations. VirTra’s mission is to save and improve lives worldwide through practical and highly-effective virtual reality and simulator technology.

The VirTra firearms training simulator allows marksmanship and realistic scenario-based training to take place on a daily basis without the need for a shooting range, protective equipment, role players, safety officers, or a scenario-based training site. We have developed a higher standard in simulation training including capabilities such as: multi-screen, video-based scenarios, unique scenario authoring ability, superior training scenarios, the patented Threat-Fire® shoot-back system, powerful gas-powered simulated recoil weapons, and more. The simulator also allows students to receive immediate feedback from the instructor without the potential for sustaining injuries by the instructor or the students. The instructor is able to teach and re-mediate critical issues, while placing realistic stress on the students due to the realism and safe training environment created by the VirTra simulator.

Business Strategy

We have two main customer groups, namely, law enforcement and military. These are very different markets and require different sales and marketing programs as well as personnel. Our focus is to expand the market share and scope of our training simulators sales to these identified customer groups by pursuing the following key growth strategies:

- **Build Our Core Business.** Our goal is to profitably grow our market share by continuing to develop, produce and market the most effective simulators possible. Through disciplined growth in our business, we have achieved a solid balance sheet by increasing our working capital and limiting our bank debt. We plan to add staff to our experienced management team as needed to meet the expected increase in demand for our products and services as we increase our marketing and sales activities.
- **Increase Total Addressable Market.** We plan to increase the size of our total addressable market. This effort will focus on new marketing and new product and/or service offerings for the purpose of widening the number of types of customers who might consider our products or services uniquely compelling.
- **Broaden Product Offerings.** Since formation in 1993, our company has had a proud tradition of innovation in the field of simulation and virtual reality. We plan to release revolutionary new products and services as well as continue incremental improvements to existing product lines. In some cases, the company may enter a new market segment via the introduction of a new type of product or service.
- **Partners and Acquisitions.** We try to spend our time and funds wisely and not tackle tasks that can be done more efficiently with partners. For example, international distribution is often best accomplished through a local distributor or agent. We are also open to the potential of acquiring additional businesses or of being acquired ourselves, based on what is expected to be optimal for our long-term future and our stockholders.

Product Offerings

Our simulator products include the following:

- V-300® Simulator – a 300° wrap-around screen with video capability is the higher standard for simulation training
 - The V-300® is the higher standard for decision-making simulation and tactical firearms training. Five screens and a 300-degree immersive training environment ensures that time in the simulator translates into real world survival skills. The system reconfigures to support 15 individual firing lanes.
 - A key feature of the V-300® shows how quickly judgment decisions have to be made, and if they are not made immediately and quickly, it can lead to the possible loss of lives. This feature, among others, supports our value proposition to our customers that you cannot put a dollar value on being prepared enough for the surprises that could be around every corner and the ability to safely neutralize any life-threatening encounters.

- V-180® Simulator – a 180° screen with video capability is for smaller spaces or smaller budgets
 - The V-180® is the higher standard for decision-making simulation and tactical firearms training. Three screens and a 180-degree immersive training environment ensures that time in the simulator translates into real world survival skills.
- V-100® Simulator & V-100® MIL – a single-screen based simulator systems

- The V-100® is the higher standard among single-screen firearms training simulators. Firearms training mode supports up to four (4) individual firing lanes at one time. The optional Threat-Fire® device safely simulates enemy return fire with an electric impulse (or vibration version), reinforcing performance under pressure. We offer the industry's only upgrade path, so a V-100® firearms training and force options simulator can affordably grow into an advanced multi-screen trainer in upgraded products that we offer customers for future purchase.

- The V-100® MIL is sold to various military commands throughout the world and can support any local language. The system is extremely compact and can even share space with a standard classroom or squeeze into almost any existing facility. If a portable firearms simulator is needed, this model offers the most compact single-screen simulator on the market today – everything organized into one standard case. The V-100® MIL is the higher standard among single-screen small arms training simulators. Military Engagement Skills mode supplies realistic scenario training taken from real world events.

- The V-ST PRO® a highly-realistic single screen firearms shooting and skills training simulator with the ability to scale to multiple screens creating superior training environments. The system's flexibility supports a combination of marksmanship and use of force training on up to 5 screens from a single operator station. The V-ST PRO® is also capable of displaying 1 to 30 lanes of marksmanship featuring real world, accurate ballistics.

- Virtual Interactive Coursework Training Academy (V-VICTA)™ enables law enforcement agencies, to effectively teach, train, test and sustain departmental training requirements through nationally accredited coursework and training scenarios using our simulators.
- Subscription Training Equipment Partnership (STEP)™ is a program that allows agencies to utilize VirTra's simulator products, accessories, and V-VICTA™ interactive coursework on a subscription basis.
- V-Author® Software allows users to create, edit, and train with content specific to agency's objectives and environments. V-Author® is an easy to use application capable of almost unlimited custom scenarios, skill drills, targeting exercises and firearms course-ware proven to be highly effective for users of VirTra simulation products.
- Simulated Recoil Kits - a wide range of highly realistic and reliable simulated recoil kits/weapons. These drop-in conversion kits fit into real weapons but safely simulate the most powerful recoil on the market and even lock-back when out-of-ammunition or simulating a dud.
- Return Fire Device – the patented Threat-Fire® device which applies real-world stress on the trainees during simulation training.
- TASER®, OC spray and low-light training devices that interact with VirTra's simulators for training.

Results of operations for the three and nine months ended September 30, 2022 and September 30, 2021

Revenues. Net sales were \$4,903,397 for the three months ended September 30, 2022 compared to \$6,093,263 for the same period in 2021, a decrease of \$1,189,866, or 19.5%. Net sales were \$19,654,008 for the nine months ended September 30, 2022 compared to \$15,790,364 for the same period in 2021, an increase of \$3,863,644, or 24.5%. The decrease in revenues for the three months ended September 30, 2022 as compared to the same period in the prior year is due to unbilled sales not yet being recognized. The increase in sales for the nine months ended September 30, 2022 resulted from an increase in the number of simulators and accessories completed, delivered and revenue recognized compared to the same periods in 2021. It should be noted that there were unbilled revenue of \$4,105,351 on the balance sheets as of September 30, 2022 that the Company expects to recognize as revenue in the coming quarters.

Cost of Sales. Cost of sales were \$2,387,307 for the three months ended September 30, 2022 compared to \$3,217,911 for the same period in 2021, a decrease of \$830,604, or 25.8%. Cost of sales were \$8,707,096 for the nine months ended September 30, 2022 compared to \$7,211,807 for the same period in 2021, an increase of \$1,495,289, or 20.7%. The increase was due to additional material costs due to higher quantities of

simulator systems and accessories sold. The cost of sales on a dollar basis varies from quarter-to-quarter as a result of sales volume and product mix.

Gross Profit. Gross profit was \$2,516,090 for the three months ended September 30, 2022 compared to \$2,875,352 for the same period in 2021, a decrease of \$359,262, or 12.5%. Gross profit was \$10,946,912 for the nine months ended September 30, 2022 compared to \$8,578,557 for the same period in 2021, an increase of \$2,368,355, or 27.6%. The gross profit margin for the three months ended September 30, 2022 and 2021 was 51% and 47%, respectively. The gross profit margin was 56% for the nine months ended September 30, 2022 and 54% for the same period in 2021. The increase in gross profit was due to the product mix of systems, accessories and services sold.

Operating Expenses. Net operating expense was \$3,587,990 for the three months ended September 30, 2022 compared to \$2,609,772 for the same period in 2021, an increase of \$978,218, or 37.5%. Net operating expense was \$10,265,886 for the nine months ended September 30, 2022 compared to \$6,928,154 for the same period in 2021, an increase of \$3,337,732, or 48.2%. The increase was primarily due to expenses related to the move into the new building, Orlando location, and increased payroll costs.

Operating Income (Loss). Loss from operations was \$1,071,900 for the three months ended September 30, 2022 compared to income of \$265,580 for the same period in 2021, a decrease of \$1,337,480 or 503.6%. Operating income was \$681,026 for the nine months ended September 30, 2022 compared to \$1,650,403 for the same period in 2021, a decrease of \$969,377, or 58.7%.

Other Income (Expense). Other income net of other expense was \$46,336 for the three months ended September 30, 2022 compared to other income net of other expense of \$1,330,681 for the same period in 2021, a decrease of \$1,284,345, or 96.5%, primarily from the forgiveness of the PPP Loan of \$1,320,714. Other income net of other expense was \$28,542 for the nine months ended September 30, 2022 compared to other income net of other expense of \$1,346,397 for the same period in 2021, a decrease of \$1,317,855, or 97.9%.

Provision (Benefit) for Income Tax. Income tax benefit was \$222,683 for the three months ended September 30, 2022 compared to an income tax expense of \$253,289 for the same period in 2021, a decrease of \$475,972, or 187.9%. Income tax expense was \$148,001 for the nine months ended September 30, 2022 compared to an income tax expense of \$469,306 for the same period in 2021, a decrease of \$321,305, or 68.5%. Provision (benefit) for income tax is estimated quarterly applying both federal and state tax rates.

Net Income (Loss). Net loss was \$802,881 for the three months ended September 30, 2022, compared to net income of \$1,342,972 for the same period in 2021, a decrease of \$2,145,852, or 159.8%. Net income was \$561,567 for the nine months ended September 30, 2022 compared to \$2,527,494 for the same period in 2021, a decrease of \$1,965,927, or 77.8%. The fluctuations in net income (loss) relate to each respective section discussed above.

Adjusted Earnings Before Interest, Taxes, Depreciation and Amortization. Explanation and Use of Non-GAAP Financial Measures:

Earnings before interest, income taxes, depreciation and amortization and before other non-operating costs and income (“EBITDA”) and adjusted EBITDA are non-GAAP measures. Adjusted EBITDA also includes non-cash stock option expense. Other companies may calculate adjusted EBITDA differently. The Company calculates its adjusted EBITDA to eliminate the impact of certain items it does not consider to be indicative of its performance and its ongoing operations. Adjusted EBITDA is presented herein because management believes the presentation of adjusted EBITDA provides useful information to the Company’s investors regarding the Company’s financial condition and results of operations and because adjusted EBITDA is frequently used by securities analysts, investors and other interested parties in the evaluation of companies in the Company’s industry, several of which present EBITDA and a form of adjusted EBITDA when reporting their results. Adjusted EBITDA has limitations as an analytical tool and should not be considered in isolation or as a substitute for analysis of the Company’s results as reported under accounting principles generally accepted in the United States of America (“GAAP”). Adjusted EBITDA should not be considered as an alternative for net income (loss), cash flows from operating activities and other income or cash flow statement data prepared in accordance with GAAP or as a measure of profitability or liquidity. A reconciliation of net loss to adjusted EBITDA is provided in the following table:

	For the Three Months Ended				For the Nine Months Ended			
	September 30, 2022	September 30, 2021	Increase (Decrease)	% Change	September 30, 2022	September 30, 2021	Increase (Decrease)	% Change
Net Income (Loss)	\$ (802,881)	\$ 1,342,972	\$ (2,145,853)	-160%	\$ 561,567	\$ 2,527,494	\$ (1,965,927)	78%
Adjustments:								
Provision for income taxes	(222,683)	253,289	(475,972)	-188%	148,001	469,306	(321,305)	-68%

Depreciation and amortization	423,069	166,098	256,971	155%	659,775	367,253	292,522	80%
EBITDA	\$ (602,495)	\$ 1,762,359	\$ (2,364,854)	-134%	\$ 1,369,343	\$ 3,364,053	\$ (1,994,710)	-59%
Right of use amortization	131,221	78,001	53,220	68%	291,879	231,300	60,579	26%
Gain on forgiveness of note	-	(1,320,714)	1,320,714	-100%	-	(1,320,714)	1,320,714	-100%
Adjusted EBITDA	\$ (471,274)	\$ 519,646	\$ (990,920)	-191%	\$ 1,661,222	\$ 2,274,639	\$ (613,147)	-27%

Liquidity and Capital Resources. Liquidity is the ability of an enterprise to generate adequate amounts of cash to meet its needs for cash requirements. The Company had \$15,673,154 and \$19,708,565 of cash and cash equivalents as of September 30, 2022 and December 31, 2021, respectively. Working capital was \$25,726,256 and \$25,944,717 as of September 30, 2022 and December 31, 2021, respectively.

Net cash used in operating activities was \$1,452,599 for the nine months ended September 30, 2022 and net cash provided by operating activities was \$1,362,626 for the nine months ended September 30, 2021. Net cash used in operating activities resulted primarily from an increase in inventory, offset by a decrease in accounts receivable, as well as other changes in operating assets and liabilities.

Net cash used in investing activities was \$2,444,074 for the nine months ended September 30, 2022, compared to net cash used in investing activities of \$12,035,043 for the nine months ended September 30, 2021. Investing activities in 2022 and 2021 consisted of purchases of intangible assets, manufacturing equipment, and purchases of property and equipment (see Note 3).

Net cash used in financing activities was \$138,738 for the nine months ended September 30, 2022, compared to net cash provided by financing activities of \$25,376,276 for the nine months ended September 30, 2021. In 2022, cash was used primarily for principal payments of debt, offset by proceeds from the exercise of stock options, compared to financing activities in 2021 which consisted of stock options exercised, stock issued for service, and proceeds from long-term debt, offset by the forgiveness of the PPP loan, and principal payments on note payable.

Bookings and Backlog

The Company defines bookings as the total of newly signed contracts and purchase orders received in a defined time period. The Company received bookings totaling \$26,631,879 for the nine months ended September 30, 2022. The Company defines backlog as the accumulation of bookings that have not started or are uncompleted performance objectives and cannot be recognized as revenue until delivered in a future quarter. Backlog also includes extended warranty agreements and STEP agreements that are deferred revenue recognized on a straight-line basis over the life of each respective agreement. As of September 30, 2022, the Company's backlog was \$28,300,000. Management estimates the majority of the new bookings received in the first nine months of 2022 will be converted to revenue in 2022 and early 2023. Management estimates the conversion of backlog based on current contract delivery dates; however, contract terms and dates are subject to modification and are routinely changed at the request of the customer. Additionally, due to the impact of COVID-19, management's estimates will change in accordance with federal and state guidelines. To date, the COVID-19 restrictions and/or supply chain/staffing challenges have resulted in reduced customer shipments and customer system installations. These developments are expected to result in lower recognized revenue, possible order cancellations and possibly lower gross margin when they occur. To date, there have been minimal order cancellations and some delays. Delayed orders remain in backlog.

Cash Requirements

Our management believes that our current capital resources will be adequate to continue operating the company and maintaining our current business strategy for more than 12 months from the filing of this Quarterly Report. We are, however, open to raising additional funds from the capital markets, at a fair valuation, to expand our product and services offered, to enhance our sales and marketing efforts and effectiveness, and to aggressively take advantage of market opportunities. There can be no assurance, however, that additional financing will be available to us when needed or, if available, that it can be obtained on commercially reasonable terms. If we are not able to obtain the additional financing on a timely basis, if and when it is needed, we will be forced to scale down our plans for expanded marketing and sales efforts.

Critical Accounting Policies and Estimates

Our discussion and analysis of our financial condition and results of operations are based on our unaudited financial statements, which have been prepared in accordance with GAAP. The preparation of our unaudited financial statements requires us to make estimates and judgments

that affect the reported amounts of assets, liabilities, revenue, expenses, and related disclosure of contingent assets and liabilities. On an ongoing basis, we evaluate our estimates, including those related to areas that require a significant level of judgment or are otherwise subject to an inherent degree of uncertainty. Significant accounting estimates in these financial statements include valuation assumptions for share-based payments, allowance for doubtful accounts and notes receivable, inventory reserves, accrual for warranty reserves, the carrying value of long-lived assets, income tax valuation allowances, the carrying value of cost basis investments, and the allocation of the transaction price to the performance obligations in our contracts with customers. We base our estimates on historical experience, our observance of trends in particular areas, and information or valuations and various other assumptions that we believe to be reasonable under the circumstances and which form the basis for making judgments about the carrying value of assets and liabilities that may not be readily apparent from other sources. Actual amounts could differ significantly from amounts previously estimated. For a discussion of our critical accounting policies, refer to Part I, Item 7, “Management’s Discussion and Analysis of Financial Condition and Results of Operations” in our Annual Report on Form 10-K for the year ended December 31, 2021. Management believes that there have been no changes in our critical accounting policies during the nine months ended September 30, 2022.

Recent Accounting Pronouncements

See Note 1 to our financial statements, included in Part I, Item 1., Financial Information of this Quarterly Report on Form 10-Q.

Off-Balance Sheet Arrangements

As of September 30, 2022, we did not have any off-balance sheet arrangements that have or are reasonably likely to have a current or future effect on our financial condition, changes in financial condition, revenues or expenses, results of operations, liquidity, capital expenditures or capital resources that are material to investors. The term “off-balance sheet arrangement” generally means any transaction, agreement or other contractual arrangement to which an entity unconsolidated with us is a party, under which we have any obligation arising under a guarantee contract, derivative instrument or variable interest or a retained or contingent interest in assets transferred to such entity or similar arrangement that serves as credit, liquidity or market risk support for such assets.

ITEM 3. QUANTITATIVE AND QUALITATIVE DISCLOSURES ABOUT MARKET RISK.

Not required for smaller reporting companies.

ITEM 4. CONTROLS AND PROCEDURES.

Evaluation of disclosure controls and procedures

We maintain “disclosure controls and procedures,” as that term is defined in Rule 13a-15(e), promulgated by the SEC pursuant to the Exchange Act. Disclosure controls and procedures include controls and procedures designed to ensure that information required to be disclosed in our company’s reports filed under the Exchange Act is recorded, processed, summarized and reported within the time periods specified in the SEC’s rules and forms, and that such information is accumulated and communicated to our management, including our principal executive officer and principal financial officer, to allow timely decisions regarding required disclosure. Our management, with the participation of our principal executive officer and principal financial officer, evaluated our company’s disclosure controls and procedures as of the end of the period covered by this quarterly report on Form 10-Q. Based on this evaluation, our principal executive officer and principal financial officer concluded that as of September 30, 2022, our disclosure controls and procedures were not effective. The ineffectiveness of our disclosure controls and procedures was due to material weaknesses, which we identified in our report on internal control over financial reporting contained in our Annual Report on Form 10-K for the year ended December 31, 2021, filed with the SEC on August 2, 2022.

Change in internal control over financial reporting

There has been no change in our internal control over financial reporting that occurred during the quarterly period ended September 30, 2022 that has materially affected, or is reasonably likely to materially affect, our internal control over financial reporting. Subsequent to September 30, 2022, we are implementing more formal review and documentation of workflow processes, and increased our ERP training for our staff. We believe that a control system, no matter how well designed and operated, cannot provide absolute assurance that the objectives of the control system are met, and no evaluation of controls can provide absolute assurance that all control issues and instances of fraud, if any, within any company have been detected.

PART II: OTHER INFORMATION

ITEM 1. LEGAL PROCEEDINGS

See Note 9 to our unaudited financial statements, included in Part I, Item 1., Financial Information of this Quarterly Report on Form 10-Q, which information is incorporated herein by reference.

ITEM 1A. RISK FACTORS

Not required for smaller reporting companies.

ITEM 2. UNREGISTERED SALES OF EQUITY SECURITIES AND USE OF PROCEEDS

None.

ITEM 3. DEFAULTS UPON SENIOR SECURITIES

None

ITEM 4. MINE SAFETY DISCLOSURES

Not applicable.

ITEM 5. OTHER INFORMATION

(a) None

(b) There have been no material changes to the procedures by which security holders may recommend nominees to the Company's Board of Directors since the filing with the SEC of the Company's Annual Report on Form 10-K for the year ended December 31, 2021.

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ITEM 6. EXHIBITS

Exhibit No.	Exhibit Description
10.1	Restricted Stock Unit Agreement - John F. Givens II (incorporated by reference to Exhibit 10.14 to the registrant's annual report on Form 10-K (File No. 001-38420) filed August 2, 2022)
31.1	Certification of Principal Executive Officer pursuant to Section 906 of the Sarbanes-Oxley Act of 2002.
31.2	Certification of Principal Executive Officer and Interim Principal Accounting Officer pursuant to Section 906 of the Sarbanes-Oxley Act of 2002.
32.1	Certification of the Principal Executive Officers and Principal Financial Officer pursuant to Section 906 of the Sarbanes-Oxley Act of 2002.
101.INS	Inline XBRL Instance Document
101.SCH	Inline XBRL Taxonomy Extension Schema Document
101.CAL	Inline XBRL Taxonomy Extension Calculation Document
101.DEF	Inline XBRL Taxonomy Extension Definition Linkbase Document
101.LAB	Inline XBRL Taxonomy Extension Label Linkbase Document
101.PRE	Inline XBRL Taxonomy Extension Presentation Linkbase Document
104	Cover Page Interactive Data File (embedded within the Inline XBRL document)

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SIGNATURES

Pursuant to the requirements of the Securities Exchange Act of 1934, the registrant has duly caused this report to be signed on its behalf by the undersigned, thereunto duly authorized.

VIRTRA, INC.

Date: November 14, 2022

By: /s/ Robert D. Ferris

Robert D. Ferris
Co-Chief Executive Officer and President
(principal executive officer)

By: /s/ John F. Givens II

John F. Givens II
Co-Chief Executive Officer
(principal executive officer and interim principal accounting officer)

CERTIFICATIONS

I, Robert D. Ferris, certify that:

1. I have reviewed this quarterly report on Form 10-Q for the quarterly period ended September 30, 2022 of VirTra, Inc.;

2. Based on my knowledge, this report does not contain any untrue statement of a material fact or omit to state a material fact necessary to make the statements made, in light of the circumstances under which such statements were made, not misleading with respect to the period covered by this report;

3. Based on my knowledge, the financial statements, and other financial information included in this report, fairly present in all material respects the financial condition, results of operations and cash flows of the registrant as of, and for, the periods presented in this report;

4. The registrant's other certifying officer(s) and I are responsible for establishing and maintaining disclosure controls and procedures (as defined in Exchange Act Rules 13a-15(e) and 15d-15(e)) and internal control over financial reporting (as defined in Exchange Act Rules 13a-15(f) and 15d-15(f)) for the registrant and have:

(a) Designed such disclosure controls and procedures, or caused such disclosure controls and procedures to be designed under our supervision, to ensure that material information relating to the registrant, including its consolidated subsidiaries, is made known to us by others within those entities, particularly during the period in which this report is being prepared;

(b) Designed such internal control over financial reporting, or caused such internal control over financial reporting to be designed under our supervision, to provide reasonable assurance regarding the reliability of financial reporting and the preparation of financial statements for external purposes in accordance with generally accepted accounting principles;

(c) Evaluated the effectiveness of the registrant's disclosure controls and procedures and presented in this report our conclusions about the effectiveness of the disclosure controls and procedures, as of the end of the period covered by this report based on such evaluation; and

(d) Disclosed in this report any change in the registrant's internal control over financial reporting that occurred during the registrant's most recent fiscal quarter (the registrant's fourth fiscal quarter in the case of an annual report) that has materially affected, or is reasonably likely to materially affect, the registrant's internal control over financial reporting; and

5. The registrant's other certifying officer(s) and I have disclosed, based on our most recent evaluation of internal control over financial reporting, to the registrant's auditors and the audit committee of the registrant's board of directors (or persons performing the equivalent functions):

(a) All significant deficiencies and material weaknesses in the design or operation of internal control over financial reporting which are reasonably likely to adversely affect the registrant's ability to record, process, summarize and report financial information; and

(b) Any fraud, whether or not material, that involves management or other employees who have a significant role in the registrant's internal control over financial reporting.

Date: November 14, 2022

/s/ Robert D. Ferris

Robert D. Ferris

Co-Chief Executive Officer and President (principal executive officer)

CERTIFICATIONS

I, John F. Givens II, certify that:

b. I have reviewed this quarterly report on Form 10-Q for the quarterly period ended September 30, 2022 of VirTra, Inc.;

2. Based on my knowledge, this report does not contain any untrue statement of a material fact or omit to state a material fact necessary to make the statements made, in light of the circumstances under which such statements were made, not misleading with respect to the period covered by this report;

3. Based on my knowledge, the financial statements, and other financial information included in this report, fairly present in all material respects the financial condition, results of operations and cash flows of the registrant as of, and for, the periods presented in this report;

4. The registrant's other certifying officer(s) and I are responsible for establishing and maintaining disclosure controls and procedures (as defined in Exchange Act Rules 13a-15I and 15d-15I) and internal control over financial reporting (as defined in Exchange Act Rules 13a-15(f) and 15d-15(f)) for the registrant and have:

(b) Designed such internal control over financial reporting, or caused such internal control over financial reporting to be designed under our supervision, to provide reasonable assurance regarding the reliability of financial reporting and the preparation of financial statements for external purposes in accordance with generally accepted accounting principles;

(b) Designed such disclosure controls and procedures, or caused such disclosure controls and procedures to be designed under our supervision, to ensure that material information relating to the registrant, including its consolidated subsidiaries, is made known to us by others within those entities, particularly during the period in which this report is being prepared;

I Evaluated the effectiveness of the registrant's disclosure controls and procedures and presented in this report our conclusions about the effectiveness of the disclosure controls and procedures, as of the end of the period covered by this report based on such evaluation; and

(d) Disclosed in this report any change in the registrant's internal control over financial reporting that occurred during the registrant's most recent fiscal quarter (the registrant's fourth fiscal quarter in the case of an annual report) that has materially affected, or is reasonably likely to materially affect, the registrant's internal control over financial reporting; and

5. The registrant's other certifying officer(s) and I have disclosed, based on our most recent evaluation of internal control over financial reporting, to the registrant's auditors and the audit committee of the registrant's board of directors (or persons performing the equivalent functions):

(b) All significant deficiencies and material weaknesses in the design or operation of internal control over financial reporting which are reasonably likely to adversely affect the registrant's ability to record, process, summarize and report financial information; and

(b) Any fraud, whether or not material, that involves management or other employees who have a significant role in the registrant's internal control over financial reporting.

Date: November 14, 2022

/s/ John F. Givens II

John F. Givens II

Co-Chief Executive Officer (principal executive officer and interim principal accounting officer)

CERTIFICATION
PURSUANT TO 18 U.S.C. SECTION 1350,
AS ADOPTED PURSUANT TO SECTION 906 OF THE SARBANES-OXLEY ACT OF 2002

In connection with the quarterly report on Form 10-Q of VirTra, Inc. (the "Company") for the quarter ended September 30, 2022 as filed with the Securities and Exchange Commission (the "Report"), each of the undersigned, Robert D. Ferris, Co-Chief Executive Officer and President of the Company, and John F. Givens, II, Co-Chief Executive Officer of the Company, hereby certifies, pursuant to 18 U.S.C. Section 1350, as adopted pursuant to Section 906 of the Sarbanes-Oxley Act of 2002, that to the best of my knowledge:

1. The Report fully complies with the requirements of Section 13(a) or 15(d) of the Securities Exchange Act of 1934; and

2. The information contained in the Report fairly presents, in all material respects, the financial condition and result of operations of the Company.

Date: November 14, 2022

/s/ Robert D. Ferris

Robert D. Ferris, Co-Chief Executive Officer and President
(principal executive officer)

Date: November 14, 2022

/s/ John F. Givens II

John F. Givens II, Co-Chief Executive Officer (principal executive officer and interim principal accounting officer)

Cover - shares

9 Months Ended
Sep. 30, 2022

Nov. 07, 2022

Cover [Abstract]

<u>Document Type</u>	10-Q	
<u>Amendment Flag</u>	false	
<u>Document Quarterly Report</u>	true	
<u>Document Transition Report</u>	false	
<u>Document Period End Date</u>	Sep. 30, 2022	
<u>Document Fiscal Period Focus</u>	Q3	
<u>Document Fiscal Year Focus</u>	2022	
<u>Current Fiscal Year End Date</u>	--12-31	
<u>Entity File Number</u>	001-38420	
<u>Entity Registrant Name</u>	VIRTRA, INC.	
<u>Entity Central Index Key</u>	0001085243	
<u>Entity Tax Identification Number</u>	93-1207631	
<u>Entity Incorporation, State or Country Code</u>	NV	
<u>Entity Address, Address Line One</u>	295 E. Corporate Place	
<u>Entity Address, City or Town</u>	Chandler	
<u>Entity Address, State or Province</u>	AZ	
<u>Entity Address, Postal Zip Code</u>	85225	
<u>City Area Code</u>	(480)	
<u>Local Phone Number</u>	968-1488	
<u>Title of 12(b) Security</u>	Common Stock, \$0.0001 par value	
<u>Trading Symbol</u>	VTSI	
<u>Security Exchange Name</u>	NASDAQ	
<u>Entity Current Reporting Status</u>	Yes	
<u>Entity Interactive Data Current</u>	Yes	
<u>Entity Filer Category</u>	Non-accelerated Filer	
<u>Entity Small Business</u>	true	
<u>Entity Emerging Growth Company</u>	true	
<u>Elected Not To Use the Extended Transition Period</u>	true	
<u>Entity Shell Company</u>	false	
<u>Entity Common Stock, Shares Outstanding</u>		10,898,259

Balance Sheets - USD (\$)

	Sep. 30, 2022	Dec. 31, 2021
<u>Current assets:</u>		
<u>Cash and cash equivalents</u>	\$ 15,673,154	\$ 19,708,565
<u>Accounts receivable, net</u>	2,318,534	3,896,739
<u>Inventory, net</u>	9,770,050	5,014,924
<u>Unbilled revenue</u>	4,105,351	3,946,446
<u>Prepaid expenses and other current assets</u>	705,063	940,887
<u>Total current assets</u>	32,572,152	33,507,561
<u>Long-term assets:</u>		
<u>Property and equipment, net</u>	14,591,480	12,864,766
<u>Operating lease right-of-use asset, net</u>	1,333,270	784,306
<u>Intangible assets, net</u>	593,403	535,079
<u>Security deposits, long-term</u>	35,691	19,712
<u>Other assets, long-term</u>	376,461	189,734
<u>Deferred tax asset, net</u>	1,561,857	1,674,234
<u>Total long-term assets</u>	18,492,162	16,067,831
<u>Total assets</u>	51,064,314	49,575,392
<u>Current liabilities:</u>		
<u>Accounts payable</u>	697,862	789,394
<u>Accrued compensation and related costs</u>	1,165,094	1,062,078
<u>Accrued expenses and other current liabilities</u>	1,127,161	991,744
<u>Note payable, current</u>	232,588	236,291
<u>Operating lease liability, short-term</u>	548,376	347,772
<u>Deferred revenue, short-term</u>	3,074,815	4,135,565
<u>Total current liabilities</u>	6,845,896	7,562,844
<u>Long-term liabilities:</u>		
<u>Deferred revenue, long-term</u>	2,987,138	1,992,625
<u>Note payable, long-term</u>	8,108,545	8,280,395
<u>Operating lease liability, long-term</u>	854,583	505,383
<u>Other long term liabilities</u>		5,436
<u>Total long-term liabilities</u>	11,950,266	10,783,839
<u>Total liabilities</u>	18,796,162	18,346,683
<u>Commitments and contingencies (See Note 9)</u>		
<u>Stockholders' equity:</u>		
<u>Preferred stock \$0.0001 par value; 2,500,000 authorized; no shares issued or outstanding</u>		
<u>Common stock, value</u>	1,089	1,081
<u>Additional paid-in capital</u>	31,401,259	30,923,391
<u>Retained earnings (Accumulated deficit)</u>	865,804	304,237
<u>Total stockholders' equity</u>	32,268,152	31,228,709
<u>Total liabilities and stockholders' equity</u>	51,064,314	49,575,392
<u>Common Class A [Member]</u>		

Stockholders' equity:

Common stock, value

Common Class B [Member]

Stockholders' equity:

Common stock, value

Balance Sheets (Parenthetical) - \$ / shares	Sep. 30, 2022	Dec. 31, 2021
<u>Preferred stock, par value</u>	\$ 0.0001	\$ 0.0001
<u>Preferred stock, shares authorized</u>	2,500,000	2,500,000
<u>Preferred stock, shares issued</u>	0	0
<u>Preferred stock, shares outstanding</u>	0	0
<u>Common stock, par value</u>	\$ 0.0001	\$ 0.0001
<u>Common stock, shares authorized</u>	50,000,000	50,000,000
<u>Common stock, shares issued</u>	10,898,259	10,807,130
<u>Common stock, shares outstanding</u>	10,898,259	10,807,130
<u>Common Class A [Member]</u>		
<u>Common stock, par value</u>	\$ 0.0001	\$ 0.0001
<u>Common stock, shares authorized</u>	2,500,000	2,500,000
<u>Common stock, shares issued</u>	0	0
<u>Common stock, shares outstanding</u>	0	0
<u>Common Class B [Member]</u>		
<u>Common stock, par value</u>	\$ 0.0001	\$ 0.0001
<u>Common stock, shares authorized</u>	7,500,000	7,500,000
<u>Common stock, shares issued</u>	0	0
<u>Common stock, shares outstanding</u>	0	0

Statements of Operations (Unaudited) - USD (\$)	3 Months Ended		9 Months Ended	
	Sep. 30, 2022	Sep. 30, 2021	Sep. 30, 2022	Sep. 30, 2021
<u>Revenues:</u>				
<u>Total revenue</u>	\$ 4,903,397	\$ 6,093,263	\$ 19,654,008	\$ 15,790,364
<u>Cost of sales</u>	2,387,307	3,217,911	8,707,096	7,211,807
<u>Gross profit</u>	2,516,090	2,875,352	10,946,912	8,578,557
<u>Operating expenses:</u>				
<u>General and administrative</u>	2,900,100	1,958,038	8,281,543	5,670,883
<u>Research and development</u>	687,890	651,734	1,984,343	1,257,271
<u>Net operating expense</u>	3,587,990	2,609,772	10,265,886	6,928,154
<u>Income (loss) from operations</u>	(1,071,900)	265,580	681,026	1,650,403
<u>Other income (expense):</u>				
<u>Other income</u>	112,571	(11,981)	223,950	38,777
<u>Gain on forgiveness of note payable</u>		1,320,714		1,320,714
<u>Other (expense) income</u>	(66,235)	21,948	(195,408)	(13,094)
<u>Net other income (expense)</u>	46,336	1,330,681	28,542	1,346,397
<u>Income (Loss) before provision for income taxes</u>	(1,025,564)	1,596,261	709,568	2,996,800
<u>Provision (Benefit) for income taxes</u>	(222,683)	253,289	148,001	469,306
<u>Net income (loss)</u>	\$ (802,881)	\$ 1,342,972	\$ 561,567	\$ 2,527,494
<u>Net income (loss) per common share:</u>				
<u>Basic</u>	\$ (0.07)	\$ 0.12	\$ 0.05	\$ 0.26
<u>Diluted</u>	\$ (0.07)	\$ 0.12	\$ 0.05	\$ 0.25
<u>Weighted average shares outstanding:</u>				
<u>Basic</u>	10,867,745	10,792,520	10,850,912	9,745,091
<u>Diluted</u>	10,867,745	11,031,922	10,870,842	10,111,458
<u>Net Sales [Member]</u>				
<u>Revenues:</u>				
<u>Total revenue</u>	\$ 4,903,397	\$ 6,093,263	\$ 19,654,008	\$ 15,790,364

Statements of Changes in Stockholders' Equity (Unaudited) - USD (\$)	Preferred Stock [Member]	Common Stock [Member]	Additional Paid-in Capital [Member]	Treasury Stock [Member]	Retained Earnings [Member]	Total
<u>Beginning balance, value at Dec. 31, 2020</u>		\$ 778	\$ 13,893,660		\$ (2,235,852)	\$ 11,658,586
<u>Beginning balance, shares at Dec. 31, 2020</u>		7,775,030				
<u>Stock options exercised</u>			11,320			11,320
<u>Stock options exercised, shares</u>		7,500				
<u>Stock issued for cash in offering, net</u>		\$ 300	16,794,700			16,795,000
<u>Stock issued for services</u>		\$ 3	171,213			171,216
<u>Stock issued for services, shares</u>		24,600				
<u>Net income (loss)</u>					2,527,494	2,527,494
<u>Stock issued for cash in offering, net, shares</u>		3,000,000				
<u>Ending balance, value at Sep. 30, 2021</u>		\$ 1,081	30,870,893		291,642	31,163,616
<u>Ending balance, shares at Sep. 30, 2021</u>		10,807,130				
<u>Beginning balance, value at Dec. 31, 2020</u>		\$ 778	13,893,660		(2,235,852)	11,658,586
<u>Beginning balance, shares at Dec. 31, 2020</u>		7,775,030				
<u>Ending balance, value at Dec. 31, 2021</u>		\$ 1,081	30,923,391		304,237	31,228,709
<u>Ending balance, shares at Dec. 31, 2021</u>		10,807,130				
<u>Beginning balance, value at Jun. 30, 2021</u>		\$ 1,078	30,694,430		(1,051,330)	29,644,178
<u>Beginning balance, shares at Jun. 30, 2021</u>		10,780,030				
<u>Stock options exercised</u>			5,250			5,250
<u>Stock options exercised, shares</u>		2,500				
<u>Stock issued for services</u>		\$ 3	171,213			171,216
<u>Stock issued for services, shares</u>		24,600				
<u>Net income (loss)</u>					1,342,972	1,342,972
<u>Ending balance, value at Sep. 30, 2021</u>		\$ 1,081	30,870,893		291,642	31,163,616
<u>Ending balance, shares at Sep. 30, 2021</u>		10,807,130				
<u>Beginning balance, value at Dec. 31, 2021</u>		\$ 1,081	30,923,391		304,237	31,228,709

<u>Beginning balance, shares at Dec. 31, 2021</u>	10,807,130			
<u>Stock options exercised</u>	\$ 1	33,850		33,851
<u>Stock options exercised, shares</u>	15,000			
<u>Stock issued for cash in offering, net</u>				
<u>Stock options repurchased</u>				
<u>Stock issued for services</u>	\$ 7	350,751		350,758
<u>Stock issued for services, shares</u>	76,129			
<u>Stock reserved for future services</u>		93,267		93,267
<u>Treasury stock</u>				
<u>Treasury stock cancelled</u>				
<u>Net income (loss)</u>			561,567	561,567
<u>Ending balance, value at Sep. 30, 2022</u>	\$ 1,089	31,401,259	865,804	32,268,152
<u>Ending balance, shares at Sep. 30, 2022</u>	10,898,259			
<u>Beginning balance, value at Jun. 30, 2022</u>	\$ 1,087	31,356,608	1,668,685	33,026,380
<u>Beginning balance, shares at Jun. 30, 2022</u>	10,876,945			
<u>Stock options exercised</u>	\$ 1	21,125		21,126
<u>Stock options exercised, shares</u>	10,000			
<u>Stock issued for cash in offering, net</u>				
<u>Stock options repurchased</u>				
<u>Stock issued for services</u>	\$ 1	756		757
<u>Stock issued for services, shares</u>	11,314			
<u>Stock reserved for future services</u>		22,770		22,770
<u>Treasury stock</u>				
<u>Treasury stock cancelled</u>				
<u>Net income (loss)</u>			(802,881)	(802,881)
<u>Ending balance, value at Sep. 30, 2022</u>	\$ 1,089	\$ 31,401,259	\$ 865,804	\$ 32,268,152
<u>Ending balance, shares at Sep. 30, 2022</u>	10,898,259			

Statements of Cash Flows (Unaudited) - USD (\$)	3 Months Ended		9 Months Ended		12 Months Ended
	Sep. 30, 2022	Sep. 30, 2021	Sep. 30, 2022	Sep. 30, 2021	Dec. 31, 2021
<u>Cash flows from operating activities:</u>					
<u>Net income</u>	\$ (802,881)	\$ 1,342,972	\$ 561,567	\$ 2,527,494	
<u>Adjustments to reconcile net income to net cash (used in) provided by operating activities:</u>					
<u>Depreciation and amortization</u>			659,775	367,253	
<u>Right of use amortization</u>			291,879	231,300	
<u>Gain on forgiveness of note payable</u>				(1,329,280)	
<u>Employee stock compensation</u>				171,216	
<u>Stock issued for service</u>			444,025		
<u>Changes in operating assets and liabilities:</u>					
<u>Accounts receivable, net</u>			1,578,205	(3,512,154)	
<u>Inventory, net</u>			(4,755,126)	(2,417,589)	
<u>Deferred taxes</u>			112,377	409,893	
<u>Unbilled revenue</u>			(158,905)	1,062,316	
<u>Prepaid expenses and other current assets</u>			235,824	(242,322)	
<u>Other assets</u>			(186,727)	(33,150)	
<u>Security deposits, long-term</u>			(15,979)	66,788	
<u>Accounts payable and other accrued expenses</u>			137,762	912,318	
<u>Payments on operating lease liability</u>			(291,039)	(239,259)	
<u>Deferred revenue</u>			(66,237)	3,387,802	
<u>Net cash provided by (used in) operating activities</u>			(1,452,599)	1,362,626	
<u>Cash flows from investing activities:</u>					
<u>Purchase of certificates of deposit</u>					
<u>Redemption of certificates of deposit</u>					
<u>Purchase of intangible assets</u>			(120,016)	(627,765)	
<u>Purchase of property and equipment</u>			(2,324,058)	(11,407,278)	
<u>Net cash (used in) investing activities</u>			(2,444,074)	(12,035,043)	
<u>Cash flows from financing activities:</u>					
<u>Repurchase of stock options</u>					
<u>Principal payments of debt</u>			(172,589)	(20,195)	
<u>Net proceeds from long term debt</u>				8,590,151	
<u>Stock issued for cash in offering, net</u>				16,795,000	
<u>Stock options exercised</u>	16,875	5,250	33,851	11,320	
<u>Purchase of treasury stock</u>					
<u>Note payable-PPP Loan</u>					
<u>Net cash provided by (used in) financing activities</u>			(138,738)	25,376,276	
<u>Net increase (decrease) in cash and restricted cash</u>			(4,035,411)	14,703,859	

<u>Cash and restricted cash, beginning of period</u>			19,708,565	6,841,984	\$	6,841,984
<u>Cash and restricted cash, end of period</u>	\$	\$	15,673,154	21,545,843	\$	19,708,565

Supplemental disclosure of cash flow information:

<u>Income taxes paid (refunded)</u>	99,035	78,096
<u>Interest paid</u>	128,507	20,783

Supplemental disclosure of non-cash investing and financing activities:

<u>Addition of new lease and corresponding ROU asset and lease liability</u>	840,843
<u>Conversion of inventory to property and equipment</u>	\$ 322,968

[Accounting Policies](#)

[\[Abstract\]](#)

[Organization and Significant
Accounting Policies](#)

Note 1. Organization and Significant Accounting Policies

Organization and Business Operations

VirTra, Inc. (the “Company,” “VirTra,” “we,” “us” or “our”), located in Chandler, Arizona, is a global provider of judgmental use of force training simulators, firearms training simulators and driving simulators for the law enforcement, military, educational and commercial markets. The Company’s patented technologies, software, and scenarios provide intense training for de-escalation, judgmental use-of-force, marksmanship and related training that mimics real-world situations. VirTra’s mission is to save and improve lives worldwide through practical and highly-effective virtual reality and simulator technology. The Company sells its products worldwide through a direct sales force and international distribution partners. The original business started in 1993 as Ferris Productions, Inc. In September 2001, Ferris Productions, Inc. merged with GameCom, Inc. to ultimately become VirTra, Inc., a Nevada corporation.

During March 2020, a global pandemic was declared by the World Health Organization related to the outbreak of a novel strain of coronavirus (COVID-19). The pandemic has significantly impacted the economic conditions in the U.S. The ultimate impact of the pandemic on the Company’s results of operations, financial position, liquidity or capital resources cannot be reasonably estimated at this time. To date, the COVID-19 restrictions resulted in reduced customer shipments and customer system installations. These developments have resulted in lower recognized revenue and possibly lower gross margin. To date, there have been minimal order cancellations; rather, due to disruption in the supply chain there have only been delays in when orders ship or installations occur and all delayed orders remain in backlog. Any future impact cannot be reasonably estimated at this time.

The Russian-Ukraine conflict is a global concern. The Company does not have any significant direct exposure to Russia or Ukraine through its operations, employee base, investments, or sanctions. We have no basis to evaluate the possible risks of this conflict.

Basis of Presentation

The unaudited financial statements included herein have been prepared by us without audit pursuant to the rules and regulations of the Securities and Exchange Commission (“SEC”) and should be read in conjunction with our audited financial statements for the year ended December 31, 2021 included in the Company’s Annual Report on Form 10-K for the fiscal year ended December 31, 2021 filed with the SEC on August 2, 2022. Certain information and footnote disclosures normally included in financial statements prepared in accordance with accounting principles generally accepted in the United States of America (“GAAP”) have been condensed or omitted as permitted by the SEC, although we believe the disclosures that are made are adequate to make the information presented herein not misleading.

The accompanying unaudited financial statements reflect, in our opinion, all normal recurring adjustments necessary to present fairly our financial position at September 30, 2022 and the results of our operations and cash flows for the periods presented. We derived the December 31, 2021 balance sheet data from audited financial statements; however, we did not include all disclosures required by GAAP.

Interim results are subject to seasonal variations, and the results of operations for the nine months ended September 30, 2022 are not necessarily indicative of the results to be expected for the full year.

Use of Estimates

The preparation of financial statements in conformity with GAAP requires management to make estimates that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities as of the date of the financial statements and the reported amounts of revenues and expenses during the reporting period. Actual results could differ significantly from those estimates. Significant accounting estimates in these financial statements include valuation assumptions for share-based payments, allowance for doubtful accounts, inventory reserves, accrual for warranty reserves, the carrying value of long-lived assets and intangible assets, income tax valuation allowances, and the allocation of the transaction price to the performance obligations in our contracts with customers.

Revenue Recognition

The Company adopted the Financial Accounting Standards Board’s (the “FASB”) Accounting Standards Codification (“ASC”) 606, Revenue from Contracts with Customer (Topic 606) (“ASC 606”) on January 1, 2018 and the Company elected to use the modified retrospective transition method which requires application of ASC 606 to uncompleted contracts at the date of adoption. The adoption of ASC 606 did not have a material impact on the financial statements.

Under ASC 606, the Company must identify the contract with a customer, identify the performance obligations in the contract, determine the transaction price, allocate the transaction price to the performance obligations in the contract, and recognize revenue when (or as) the Company satisfies a performance obligation. Significant judgment is necessary when making these determinations.

The Company's primary sources of revenue are derived from simulator and accessories sales, training and installation, the sale of customizable software and the sale of extended service-type warranties. The Company's policy is to typically invoice upon completion of installation and/or training until such time the performance obligations that have been satisfied are included in unbilled. Sales discounts are presented in the financial statements as reductions in determining net revenues. Credit sales are recorded as current assets (accounts receivable and unbilled revenue). Prepaid deposits received at the time of sale and extended warranties purchased are recorded as current and long-term liabilities (deferred revenue) until earned. The following briefly summarizes the nature of our performance obligations and method of revenue recognition:

<u>Performance Obligation</u>	<u>Method of Recognition</u>
Simulator and accessories	Upon transfer of control
Installation and training	Upon completion or over the period of services being rendered
Extended service-type warranty	Deferred and recognized over the life of the extended warranty
Customized software and content	Upon transfer of control or over the period services are performed depending on the terms of the contract
Customized content scenario	As performance obligation is transferred over time (input method using time and materials expanded)
Sales-based royalty exchanged for license of intellectual property	Recognized as the performance obligation is satisfied over time – which is as the sales occur.

The Company recognizes revenue upon transfer of control or upon completion of the services for the simulator and accessories; for the installation and training and customized software performance obligations as the customer has the right and ability to direct the use of these products and services and the customer obtains substantially all of the remaining benefit from these products and services at that time. Revenue from certain customized content contracts may be recognized over the period the services are performed based on the terms of the contract. For the sales-based royalty exchanged for license of intellectual property, the Company recognized revenue as the sales occur over time.

The Company recognizes revenue on a straight-line basis over the period of services being rendered for the extended service-type warranties as these warranties represent a performance obligation to “stand ready to perform” over the duration of the warranties. As such, the warranty service is performed continuously over the warranty period.

Each contract states the transaction price. The contracts do not include variable consideration, significant financing components or noncash consideration. The Company has elected to exclude sales and similar taxes from the measurement of the transaction price. The contract's transaction price is allocated to the performance obligations based upon their stand-alone selling prices. Discounts to the stand-alone selling prices, if any, are allocated proportionately to each performance obligation.

Disaggregation of Revenue

Under ASC 606, disaggregated revenue from contracts with customers depicts the nature, amount, timing, and uncertainty of revenue and cash flows affected by economic factors. The Company has evaluated revenues recognized and the following table illustrates the disaggregation disclosure by customer's location and performance obligation.

	Three Months ended September 30,							
	2022				2021			
	Commercial	Government	International	Total	Commercial	Government	International	Total
Simulators and accessories	\$ 198,886	\$ 2,641,214	\$ 369,906	\$3,210,006	\$ 1,370,466	\$ 2,645,312	\$ 723,471	\$4,739,249
Extended service-type warranties	29,798	650,839	14,368	695,005	31,910	656,870	25,180	713,960
Customized software and content	-	794,857	3,437	798,294	-	290,829	52,273	343,102
Installation and training	8,992	192,380	(5,860)	195,512	42,952	190,098	59,500	292,550

Licensing and royalties	4,580	-	-	4,580	4,402	-	-	4,402
Total Sales Revenue	\$ 242,256	\$ 4,279,290	\$ 381,851	\$4,903,397	\$ 1,449,730	\$ 3,783,109	\$ 860,424	\$6,093,263

For the three months ended September 30, 2022, governmental customers comprised \$4,279,290, or 87% of total net sales, commercial customers comprised \$242,256, or 5% of total net sales, and international customers comprised \$381,851, or 8% of total net sales. By comparison, for the three months ended September 30, 2021, governmental customers comprised \$3,783,109, or 62%, of total net sales, commercial customers comprised \$1,449,730, or 24%, of total net sales, and international customers comprised \$860,424, or 14%, of total net sales.

Disaggregation of Revenue

	Nine Months ended September 30,							
	2022				2021			
	Commercial	Government	International	Total	Commercial	Government	International	Total
Simulators and accessories	\$ 1,412,539	\$ 11,175,641	\$ 3,013,844	\$15,602,024	\$ 2,183,796	\$ 7,828,503	\$ 1,907,588	\$11,919,887
Extended service-type warranties	91,836	2,129,077	59,675	2,280,588	79,531	2,001,423	74,196	2,155,150
Customized software and content	-	796,962	212,437	1,009,399	-	905,204	125,716	1,030,920
Installation and training	56,200	599,780	101,437	757,417	93,501	496,251	85,850	675,602
Licensing and royalties	4,580	-	-	4,580	8,805	-	-	8,805
Total Revenue	\$ 1,565,155	\$ 14,701,460	\$ 3,387,393	\$19,654,008	\$ 2,365,633	\$ 11,231,381	\$ 2,193,350	\$15,790,364

For the nine months ended September 30, 2022, governmental customers comprised \$14,701,460, or 75% of total net sales, commercial customers comprised \$1,565,155, or 8% of total net sales, and international customers comprised \$3,387,393, or 17% of total net sales. By comparison, for the nine months ended September 30, 2021, governmental customers comprised \$11,231,381, or 71% of total net sales, commercial customers comprised \$2,365,633, or 15% of total net sales, and international customers comprised \$2,193,350, or 14% of total net sales. For the nine months ended September 30, 2022 and 2021, the Company recorded \$2,076,357 and \$1,349,677, respectively, in STEP revenue, or 10.6% and 8.5%, respectively, of total net sales.

Customer Deposits

Customer deposits consist of prepaid deposits received for equipment purchase orders and for Subscription Training Equipment Partnership (“STEP”) operating agreements that expire annually. Customer deposits are considered a deferred liability until the completion of the customer’s contract performance obligation. When revenue is recognized, the deposit is applied to customer’s receivable balance. Customer deposits are recorded as a current liability under deferred revenue on the accompanying balance sheet and totaled \$2,657,876 and \$2,371,531 at September 30, 2022 and December 31, 2021, respectively. Changes in deferred revenue amounts related to customer deposits will fluctuate from year to year based upon the mix of customers required to prepay deposits under the Company’s credit policy.

Warranty

The Company warrants its products from manufacturing defects on a limited basis for a period of one year after purchase, but also sells separately priced extended service-type warranties for periods of up to four years after the expiration of the standard one-year warranty. During the term of the initial one-year warranty, if the device fails to operate properly from defects in materials and workmanship, the Company will fix or replace the defective product. Deferred revenue for separately priced extended warranties one year or less totaled \$416,939 and \$1,764,034 as of September 30, 2022 and December 31, 2021, respectively. Deferred revenue for separately priced extended warranties longer than one year totaled \$2,987,138 and \$1,815,871 as of September 30, 2022 and December 31, 2021, respectively. The accrual for the one-year manufacturer’s warranty liability totaled \$381,000 and \$384,000 as of September 30, 2022 and December 31, 2021, respectively. During the three months ended September 30, 2022 and 2021, the Company recognized revenue of \$1,364,519 and \$713,960, respectively, related to the extended service-type warranties that was amortized from the deferred revenue balance at the beginning of each period. During the nine months ended September 30, 2022 and 2021, the Company recognized revenue of \$2,280,588 and \$2,155,150, respectively. Changes in deferred revenue amounts related to extended

service-type warranties will fluctuate from year to year based upon the average remaining life of the warranties at the beginning of the period and new extended service-type warranties sold during the period.

Concentration of Credit Risk and Major Customers and Suppliers

Financial instruments that potentially subject the Company to concentrations of credit risk consist of cash and cash equivalents, certificates of deposit, and accounts receivable.

The Company's cash, cash equivalents and certificates of deposit are maintained with financial institutions with high credit standings and are FDIC insured deposits. The FDIC insures deposits according to the ownership category in which the funds are insured and how the accounts are titled. The standard deposit insurance coverage limit is \$250,000 per depositor, per FDIC-insured bank, per ownership category. The Company had uninsured cash and cash equivalents of \$15,171,851 and \$19,207,786 as of September 30, 2022 and December 31, 2021, respectively.

Most sales are to governments that are typically made on credit and the Company generally does not require collateral. Management performs ongoing credit evaluations of its customers' financial condition and maintains an allowance for estimated losses. Historically, the Company has experienced minimal charges relative to doubtful accounts.

Historically, the Company primarily sells its products to United States federal and state agencies. For the nine months ended September 30, 2022, one federal agency comprised 11.3% of total net sales. By comparison, for the nine months ended September 30, 2021, no single customer had a significant percentage of total revenue. For the three months ended September 30, 2022, one federal agency comprised 29.2% of total net sales. By comparison, for the three months ended September 30, 2021, one commercial customer comprised 20% of total net sales.

As of September 30, 2022, one federal agency comprised 36.3% of total accounts receivable. By comparison, as of December 31, 2021, the Company did not have any customer that accounted for more than 10% of total accounts receivable.

Net Income (Loss) per Common Share

The net income per common share is computed by dividing net income by the weighted average of common shares outstanding. Diluted net income per share reflects the potential dilution, using the treasury stock method, that would occur if outstanding stock options and warrants were exercised. Earnings per share computations are as follows:

Schedule of Earnings Per Share

	Three Months Ended September 30,		Nine Months Ended September 30,	
	2022	2021	2022	2021
Net Income (loss)	\$ (802,881)	\$ 1,342,972	\$ 561,567	\$ 2,527,494
Weighted average common stock outstanding	10,867,745	10,792,520	10,850,912	9,745,091
Incremental shares from stock options	-	239,402	19,930	366,367
Weighted average common stock outstanding, diluted	10,867,745	11,031,922	10,870,842	10,111,458
Net income (loss) per common share and common equivalent share				
Basic	\$ (0.07)	\$ 0.12	\$ 0.05	\$ 0.26
Diluted	\$ (0.07)	\$ 0.12	\$ 0.05	\$ 0.25

Inventory

**9 Months Ended
Sep. 30, 2022**

[Inventory Disclosure](#)

[\[Abstract\]](#)

[Inventory](#)

Note 2. Inventory

Inventory consisted of the following as of:

	September 30, 2022	December 31, 2021
Raw materials and work in process	\$ 10,072,481	\$ 5,229,636
Reserve	<u>(302,431)</u>	<u>(214,712)</u>
Total inventory	<u>\$ 9,770,050</u>	<u>\$ 5,014,924</u>

The Company regularly evaluates the useful life of its spare parts inventory and as a result, the Company classified \$322,968 and \$136,241 of spare parts as Other Assets, long-term on the Balance Sheet at September 30, 2022 and December 31, 2021, respectively.

Property and Equipment

9 Months Ended
Sep. 30, 2022

[Property, Plant and
Equipment \[Abstract\]](#)
[Property and Equipment](#)

Note 3. Property and Equipment

Property and equipment consisted of the following as of:

	September 30, 2022	December 31, 2021
Land	\$ 1,778,987	\$ 1,778,987
Building & Building Improvements	9,129,364	9,005,205
Computer equipment	1,207,530	1,171,319
Furniture and office equipment	279,423	262,814
Machinery and equipment	2,758,608	1,970,007
STEP equipment	1,769,825	1,496,252
Leasehold improvements	334,934	334,934
Construction in Progress	1,091,905	7,000
Total property and equipment	18,350,576	16,026,518
Less: Accumulated depreciation and amortization	(3,759,096)	(3,161,752)
Property and equipment, net	\$ 14,591,480	\$ 12,864,766

Depreciation expense, including STEP depreciation, was \$597,775 and \$350,963 for the nine months ended September 30, 2022 and 2021, respectively.

Intangible Assets

9 Months Ended
Sep. 30, 2022

[Goodwill and Intangible Assets Disclosure \[Abstract\]](#)

[Intangible Assets](#)

Note 4. Intangible Assets

Intangible assets consisted of the following as of:

	September 30, 2022	December 31, 2021
Patents	\$ 160,000	\$ 160,000
Capitalized media content	451,244	331,228
Acquired lease intangible assets	83,963	83,963
Total intangible assets	695,207	575,191
Less accumulated amortization	(101,804)	(40,112)
Intangible assets, net	\$ 593,403	\$ 535,079

Amortization expense was \$61,692 and \$16,209 for the nine months ended September 30, 2022 and 2021, respectively.

Leases

9 Months Ended
Sep. 30, 2022

[Leases \[Abstract\]](#)

[Leases](#)

Note 5. Leases

On May 12, 2022, the Company entered into a lease agreement for office and manufacturing space in Orlando, FL. The new lease is classified as an operating lease, with a term of 61 months beginning June 1, 2022 and ending June, 30, 2027, with the first month rent free.

The balance sheet classification of lease assets and liabilities as of September 30, 2022 was as follows:

Balance Sheet Classification	September 30, 2022
Assets	
Operating lease right-of-use assets, December 31, 2021	\$ 784,306
Addition of lease right-of-use asset in 2022	840,843
Amortization for the Nine months ended September 30, 2022	(291,879)
Total operating lease right-of-use asset, September 30, 2022	\$ 1,333,270
Liabilities	
Current	
Operating lease liability, short-term	\$ 548,376
Non-current	
Operating lease liability, long-term	854,583
Total lease liabilities	\$ 1,402,959

Future minimum lease payments as of September 30, 2022 under non-cancelable operating leases are as follows:

Future Minimum Lease Payments	
2022	\$ 286,412
2023	572,794
2024	317,939
2025	191,479
2026	196,311
2027	99,381
Total lease payments	1,664,316
Less: imputed interest	(261,357)
Operating lease liability	\$ 1,402,959

The balance sheet classification of lease assets and liabilities as of December 31, 2021 was as follows:

Balance Sheet Classification	December 31, 2021
Assets	
Operating lease right-of-use assets, December 31, 2020	\$ 1,094,527
Amortization for the year ended December 31, 2021	(310,221)
Total operating lease right-of-use asset, December 31, 2021	\$ 784,306

Liabilities	
Current	
Operating lease liability, short-term	\$ 347,772
Non-current	
Operating lease liability, long-term	505,383
Total lease liabilities	<u>\$ 853,155</u>

Future minimum lease payments as of December 31, 2021 under non-cancelable operating leases are as follows:

2022	\$ 379,097
2023	390,562
2024	<u>131,152</u>
Total lease payments	900,811
Less: imputed interest	(47,656)
Operating lease liability	<u>\$ 853,155</u>

Rent expense for the three months ended September 30, 2022 and 2021 was \$243,440 and \$146,497, respectively. Rent expense for the nine months ended September 30, 2022 and 2021 was \$647,893 and \$436,750, respectively.

Accrued Expenses

**9 Months Ended
Sep. 30, 2022**

[Payables and Accruals](#)

[\[Abstract\]](#)

[Accrued Expenses](#)

Note 6. Accrued Expenses

Accrued compensation and related costs consisted of the following as of:

	September 30, 2022	December 31, 2021
Salaries and wages payable	\$ 269,530	\$ 422,562
Employee benefits payable	12,821	16,523
Accrued paid time off (PTO)	587,902	483,311
Profit sharing payable	294,841	139,682
	<u> </u>	<u> </u>
Total accrued compensation and related costs	\$ 1,165,094	\$ 1,062,078

Accrued expenses and other current liabilities consisted of the following as of:

	September 30, 2022	December 31, 2021
Manufacturer's warranties	\$ 381,000	\$ 384,000
Warranties-other	-	-
Loss contingencies	-	-
Taxes payable	188,816	113,921
Miscellaneous payable	557,345	493,823
	<u> </u>	<u> </u>
Total accrued expenses and other current liabilities	\$ 1,127,161	\$ 991,744

Note Payable

9 Months Ended
Sep. 30, 2022

[Debt Disclosure \[Abstract\]](#)
[Note Payable](#)

Note 7. Note Payable

On August 25, 2021, the Company completed the purchase of real property located in Chandler, Arizona (the "Property") for \$10,800,000, paid with cash and proceeds from a mortgage loan from Arizona Bank & Trust in the amount of \$8,600,000. The loan terms include interest to be accrued at a fixed rate of 3% per year, 119 regular monthly payments of \$40,978, and one irregular payment of \$5,956,538 due on the maturity date of August 23, 2031. The Company began making monthly payments on September 23, 2021. The payment and performance of the loan is secured by a security interest in the property acquired.

The note payable amounts consist of the following:

	September 30, 2022	December 31, 2021
Short-term liabilities:		
Note payable, principal	\$ 228,445	\$ 231,871
Accrued interest on note	4,143	4,420
Note payable, short-term	<u>\$ 232,588</u>	<u>\$ 236,291</u>
Long-term liabilities:		
Note payable, principal	\$ 8,108,545	\$ 8,280,395
Note payable, long term	<u>\$ 8,108,545</u>	<u>\$ 8,280,395</u>

Related Party Transactions

**9 Months Ended
Sep. 30, 2022**

[Related Party Transactions](#)

[\[Abstract\]](#)

[Related Party Transactions](#)

Note 8. Related Party Transactions

During the nine months ended September 30, 2022, the Company redeemed 22,500 previously awarded stock options nearing expiration from related parties consisting of the Company's Co-CEO and former COO. The redemptions eliminated the stock options and resulted in a total of \$50,090 in additional compensation expense. During the nine months ended September 30, 2022, one Board member and the Company's former COO purchased 15,000 shares of common stock, \$0.0001 par value per share (the "Common Stock"), pursuant to the exercise of previously awarded stock options at their respective exercise prices, for a total of \$33,851.

During the nine months ended September 30, 2021, the Company redeemed 26,250 previously awarded stock options nearing expiration from related parties consisting of the Company's Co-CEO and former COO. The redemption eliminated the stock options and resulted in a total of \$116,718 in additional compensation expense. During the nine months ended September 30, 2021, one Board member purchased 7,500 shares of Common Stock, pursuant to the exercise of previously awarded stock options at their respective exercise prices, for a total of \$11,320.

Commitments and Contingencies

9 Months Ended
Sep. 30, 2022

[Commitments and Contingencies Disclosure](#)

[\[Abstract\]](#)

[Commitments and Contingencies](#)

Note 9. Commitments and Contingencies

Litigation

From time to time, the Company is notified of litigation or that a claim is being made against it. The Company evaluates contingencies on an on-going basis and has established loss provisions for matters in which losses are probable and the amount of loss can be reasonably estimated. There is no pending litigation at this time.

Restricted Stock Unit Grants

On August 26, 2021 and April 11, 2022, the Compensation Committee of the Board of Directors issued a total of 392,223, and 288,889 Restricted Stock Units respectively, pursuant to Section 9 of the 2017 Equity Incentive Plan to the co-Chief Executive Officers and the Chief Operating Officer, to be awarded based on achievement of certain performance goals over the next three years. During August 2022, 168,090 Restricted Stock Units were forfeited upon the departure of the Chief Operating Officer.

It is the Company's policy to estimate the fair value of the RSU's on the date of the grant and evaluate the probability of achieving the net profit (net income under GAAP) tranches quarterly. If the target is deemed probable, the expense is amortized on a straight-line basis over the remaining time period. The Company determined based on the vesting terms described above that the net profit (net income under GAAP) for the twelve months ending June 30, 2022, was \$2,720,015 and therefore awarded 5,747 (prior to deduction of 1,840 shares to pay the tax withholding liability) and 7,407 shares of common stock to its Co-Chief Executive Officers. The Company determined based on the vesting terms described above that the net profit (net income under GAAP) for the twelve months ending June 30, 2023, of \$3,000,000 is probable and recorded expenses of \$22,700 and \$93,267 related to the RSUs for the three months and nine months ending September 30, 2022, respectively.

Profit Sharing

VirTra provides a discretionary profit-sharing program that pays out a percentage of Company profits each year as a cash bonus to eligible employees. The cash payment is typically split into two equal payments and distributed pro-rata in April and October of the following year to only active employees. For the nine months ended September 30, 2022 and 2021, \$225,000 and \$226,441 was expensed to operations for profit sharing.

Stockholders' Equity

9 Months Ended
Sep. 30, 2022

[Equity \[Abstract\]](#)
[Stockholders' Equity](#)

Note 10. Stockholders' Equity

Stock Repurchase

On October 25, 2016, the Company's Board of Directors authorized the repurchase of up to \$1 million of its common stock under Rule 10b-18 promulgated under the Securities Exchange Act of 1934, as amended. Purchases made pursuant to this authorization will be made in the open market, in privately negotiated transactions, or pursuant to any trading plan that may be adopted in accordance with the Rule 10b-18. The timing, manner, price and amount of any repurchases will be determined by the Company in its discretion and will be subject to economic and market conditions, stock price, applicable legal requirements and other factors. On January 9, 2019, VirTra's Board of Directors authorized an additional \$1 million be allocated for the repurchase of VirTra's stock under the existing 10b-18 plan. The stock repurchase program was suspended as a result of interim rulings for public-company recipients of a PPP loan under the CARES Act. Although the Company's PPP loan was forgiven on July 20, 2021, the suspension of the stock repurchase program continues to remain in effect.

Non-qualified Stock Options

The Company has periodically issued non-qualified stock options to key employees, officers and directors under a stock option compensation plan approved by the Board of Directors in 2009. Terms of option grants are at the discretion of the Board of Directors and are generally seven years. Upon the exercise of these options, the Company expects to issue new authorized shares of its common stock. The following table summarizes all non-qualified stock options as of:

	September 30, 2022		September 30, 2021	
	Number of Stock Options	Weighted Exercise Price	Number of Stock Options	Weighted Exercise Price
Options outstanding, beginning of year	112,500	\$ 3.51	164,167	\$ 3.13
Granted	-	-	-	-
Redeemed	(22,500)	2.55	(26,250)	1.51
Exercised	(15,000)	1.55	(7,500)	1.51
Expired / terminated	-	-	-	-
Options outstanding, end of period	75,000	\$ 4.45	130,417	\$ 3.55
Options exercisable, end of period	75,000	\$ 4.45	130,417	\$ 3.55

The Company did not have any non-vested stock options outstanding as of September 30, 2022 and December 31, 2021. The weighted average contractual term for options outstanding and exercisable at September 30, 2022 and 2021 was 7 years. The aggregate intrinsic value of the options outstanding and exercisable at September 30, 2022 and 2021 was \$106,332 and \$859,675, respectively. For the three months ended September 30, 2022 and 2021, the Company received payments related to the exercise of options in the amount of \$16,875 and \$5,250, respectively. The aggregate intrinsic value is calculated as the difference between the exercise price of the underlying options and the fair value of the Company's common stock for those stock options that have an exercise price lower than the fair value of the Company's common stock. Options with an exercise price above the fair value of the Company's common stock are considered to have no intrinsic value.

2017 Equity Incentive Plan

Through September 30, 2022, 224,133 and 288,889 restricted stock awards and 14,057, and 10,543 restricted shares have been granted under the Equity Plan to the Company's Co-CEO's and former COO, respectively.

Common stock activity

On September 1, 2022, the Company settled performance-based restricted stock units that had been granted to its co-CEOs by issuing them an aggregate of 11,314 shares (13,154 shares less 1,840 shares withheld for taxes), net of tax withholding liability, valued at \$60,190.48. The Company had achieved net profit for the twelve months ended June 30, 2022 of at least \$2,500,000.

On April 11, 2022, the Company issued Mr. Givens a signing bonus of 64,815 shares of common stock, valued at \$350,001, which are restricted from transfer until the earlier of: i) 12 months of employment having lapsed or ii) the Company terminating employment with Mr. Givens without cause.

Mr. Givens was also granted 288,889 performance-based restricted stock units pursuant to VirTra's 2017 Equity Incentive Plan. Beginning on the last business day of August 2022, a tranche of restricted stock units, having an approximate value of \$40,000, based on current grant day prices, may vest if the Company has achieved net profit for the twelve months ending June 30, 2022 of at least \$2,500,000. For every \$500,000 earned in excess of \$2,500,000 another tranche will vest. If the maximum net profit of \$7,000,000 is achieved, ten tranches would vest. Similarly, on the last business day of August 2023, a tranche of restricted stock units may vest if the Company has achieved a net profit of at least \$3,000,000, with the potential to have additional tranches vest up to a maximum of \$9,000,000 in net profit. This vesting arrangement continues with the last business day of August 2024, with the minimum net profit threshold being \$3,500,000 and the maximum net profit being \$11,000,000.

The vesting schedule notwithstanding, the Compensation Committee shall have the discretion to declare the vesting of any number of restricted stock units should the Company experience unusual results of operations, such as falling below the net profit threshold one year and exceeding the maximum net profit the following year, so long as the total number of restricted stock units declared to be vested does not exceed the amount awarded. Additionally, while a maximum net profit per year has been set for allocation of the available shares at this time, it is very possible that the Company will exceed these levels during the next 3 years and if such performance occurs, the Compensation Committee will meet to determine if additional compensation is in the best interests of the Company at that time.

On March 31, 2021, the Company entered into a Securities Purchase Agreement (the "Purchase Agreement") with certain institutional investors (the "Purchasers"), pursuant to which the Company agreed to sell to the Purchasers an aggregate of 3,000,000 shares (the "RDO Shares") of the Company's common stock, \$0.0001 par value per share, at a price of \$6.00 per share in a registered director offering (the "Offering"). The RDO Shares were offered and sold by the Company pursuant to an effective shelf registration statement on Form S-3 (File No. 333-238624), which was filed by the Company with the SEC on May 22, 2020 and subsequently declared effective on September 2, 2020, and a related prospectus.

The Company also entered into a placement agent agreement (the "Placement Agency Agreement") on March 31, 2021 with Roth Capital Partners, LLC ("Roth"), pursuant to which Roth agreed to serve as placement agent for the issuance and sale of the RDO Shares. The Company agreed to pay Roth an aggregate fee equal to 6.5% of the gross proceeds received by the Company from the sale of the securities in the transaction. The Company also agreed to pay Roth a reimbursement for legal fees and expenses in an amount not to exceed \$35,000.

Roth acted as the lead placement agent in the Offering. Lake Street Capital Markets acted as co-placement agent for the Offering. Maxim Group LLC acted as a financial advisor to the Company in connection with the Offering.

A prospectus supplement and the accompanying prospectus relating to and describing the terms of the Offering, dated March 31, 2021, was filed with the SEC on April 2, 2021.

On April 5, 2021, the Company closed the Offering. The total gross proceeds of the Offering were \$18.0 million, before deducting the placement agents' fees and other estimated Offering expenses which totaled \$1,205,000.

Subsequent Events

**9 Months Ended
Sep. 30, 2022**

[Subsequent Events \[Abstract\]](#)

[Subsequent Events](#)

Note 11. Subsequent Events

None.

Organization and Significant Accounting Policies (Policies)

9 Months Ended
Sep. 30, 2022

[Accounting Policies](#)

[\[Abstract\]](#)

[Organization and Business Operations](#)

Organization and Business Operations

VirTra, Inc. (the “Company,” “VirTra,” “we,” “us” or “our”), located in Chandler, Arizona, is a global provider of judgmental use of force training simulators, firearms training simulators and driving simulators for the law enforcement, military, educational and commercial markets. The Company’s patented technologies, software, and scenarios provide intense training for de-escalation, judgmental use-of-force, marksmanship and related training that mimics real-world situations. VirTra’s mission is to save and improve lives worldwide through practical and highly-effective virtual reality and simulator technology. The Company sells its products worldwide through a direct sales force and international distribution partners. The original business started in 1993 as Ferris Productions, Inc. In September 2001, Ferris Productions, Inc. merged with GameCom, Inc. to ultimately become VirTra, Inc., a Nevada corporation.

During March 2020, a global pandemic was declared by the World Health Organization related to the outbreak of a novel strain of coronavirus (COVID-19). The pandemic has significantly impacted the economic conditions in the U.S. The ultimate impact of the pandemic on the Company’s results of operations, financial position, liquidity or capital resources cannot be reasonably estimated at this time. To date, the COVID-19 restrictions resulted in reduced customer shipments and customer system installations. These developments have resulted in lower recognized revenue and possibly lower gross margin. To date, there have been minimal order cancellations; rather, due to disruption in the supply chain there have only been delays in when orders ship or installations occur and all delayed orders remain in backlog. Any future impact cannot be reasonably estimated at this time.

The Russian-Ukraine conflict is a global concern. The Company does not have any significant direct exposure to Russia or Ukraine through its operations, employee base, investments, or sanctions. We have no basis to evaluate the possible risks of this conflict.

[Basis of Presentation](#)

Basis of Presentation

The unaudited financial statements included herein have been prepared by us without audit pursuant to the rules and regulations of the Securities and Exchange Commission (“SEC”) and should be read in conjunction with our audited financial statements for the year ended December 31, 2021 included in the Company’s Annual Report on Form 10-K for the fiscal year ended December 31, 2021 filed with the SEC on August 2, 2022. Certain information and footnote disclosures normally included in financial statements prepared in accordance with accounting principles generally accepted in the United States of America (“GAAP”) have been condensed or omitted as permitted by the SEC, although we believe the disclosures that are made are adequate to make the information presented herein not misleading.

The accompanying unaudited financial statements reflect, in our opinion, all normal recurring adjustments necessary to present fairly our financial position at September 30, 2022 and the results of our operations and cash flows for the periods presented. We derived the December 31, 2021 balance sheet data from audited financial statements; however, we did not include all disclosures required by GAAP.

Interim results are subject to seasonal variations, and the results of operations for the nine months ended September 30, 2022 are not necessarily indicative of the results to be expected for the full year.

[Use of Estimates](#)

Use of Estimates

The preparation of financial statements in conformity with GAAP requires management to make estimates that affect the reported amounts of assets and liabilities and disclosure of contingent assets and liabilities as of the date of the financial statements and the reported amounts of revenues and expenses during the reporting period. Actual results could differ significantly from those estimates. Significant accounting estimates in these financial statements include valuation assumptions for share-based payments, allowance for doubtful accounts, inventory reserves, accrual for warranty reserves, the carrying value of long-lived assets and intangible assets, income tax valuation allowances, and the allocation of the transaction price to the performance obligations in our contracts with customers.

[Revenue Recognition](#)

Revenue Recognition

The Company adopted the Financial Accounting Standards Board’s (the “FASB”) Accounting Standards Codification (“ASC”) 606, Revenue from Contracts with Customer (Topic 606) (“ASC 606”) on January 1, 2018 and the Company elected to use the modified retrospective transition method which requires application of ASC 606 to uncompleted contracts at the date of adoption. The adoption of ASC 606 did not have a material impact on the financial statements.

Under ASC 606, the Company must identify the contract with a customer, identify the performance obligations in the contract, determine the transaction price, allocate the transaction price to the performance obligations in the contract, and

recognize revenue when (or as) the Company satisfies a performance obligation. Significant judgment is necessary when making these determinations.

The Company's primary sources of revenue are derived from simulator and accessories sales, training and installation, the sale of customizable software and the sale of extended service-type warranties. The Company's policy is to typically invoice upon completion of installation and/or training until such time the performance obligations that have been satisfied are included in unbilled. Sales discounts are presented in the financial statements as reductions in determining net revenues. Credit sales are recorded as current assets (accounts receivable and unbilled revenue). Prepaid deposits received at the time of sale and extended warranties purchased are recorded as current and long-term liabilities (deferred revenue) until earned. The following briefly summarizes the nature of our performance obligations and method of revenue recognition:

<u>Performance Obligation</u>	<u>Method of Recognition</u>
Simulator and accessories	Upon transfer of control
Installation and training	Upon completion or over the period of services being rendered
Extended service-type warranty	Deferred and recognized over the life of the extended warranty
Customized software and content	Upon transfer of control or over the period services are performed depending on the terms of the contract
Customized content scenario	As performance obligation is transferred over time (input method using time and materials expanded)
Sales-based royalty exchanged for license of intellectual property	Recognized as the performance obligation is satisfied over time – which is as the sales occur.

The Company recognizes revenue upon transfer of control or upon completion of the services for the simulator and accessories; for the installation and training and customized software performance obligations as the customer has the right and ability to direct the use of these products and services and the customer obtains substantially all of the remaining benefit from these products and services at that time. Revenue from certain customized content contracts may be recognized over the period the services are performed based on the terms of the contract. For the sales-based royalty exchanged for license of intellectual property, the Company recognized revenue as the sales occur over time.

The Company recognizes revenue on a straight-line basis over the period of services being rendered for the extended service-type warranties as these warranties represent a performance obligation to "stand ready to perform" over the duration of the warranties. As such, the warranty service is performed continuously over the warranty period.

Each contract states the transaction price. The contracts do not include variable consideration, significant financing components or noncash consideration. The Company has elected to exclude sales and similar taxes from the measurement of the transaction price. The contract's transaction price is allocated to the performance obligations based upon their stand-alone selling prices. Discounts to the stand-alone selling prices, if any, are allocated proportionately to each performance obligation.

Disaggregation of Revenue

Disaggregation of Revenue

Under ASC 606, disaggregated revenue from contracts with customers depicts the nature, amount, timing, and uncertainty of revenue and cash flows affected by economic factors. The Company has evaluated revenues recognized and the following table illustrates the disaggregation disclosure by customer's location and performance obligation.

	Three Months ended September 30,							
	2022				2021			
	Commercial	Government	International	Total	Commercial	Government	International	Total
Simulators and accessories	\$ 198,886	\$ 2,641,214	\$ 369,906	\$ 3,210,006	\$ 1,370,466	\$ 2,645,312	\$ 723,471	\$ 4,739,249
Extended service-type warranties	29,798	650,839	14,368	695,005	31,910	656,870	25,180	713,960
Customized software and content	-	794,857	3,437	798,294	-	290,829	52,273	343,102
Installation and training	8,992	192,380	(5,860)	195,512	42,952	190,098	59,500	292,550
Licensing and royalties	4,580	-	-	4,580	4,402	-	-	4,402

Total Sales Revenue	\$ 242,256	\$ 4,279,290	\$ 381,851	\$ 4,903,397	\$ 1,449,730	\$ 3,783,109	\$ 860,424	\$ 6,093,263
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For the three months ended September 30, 2022, governmental customers comprised \$4,279,290, or 87% of total net sales, commercial customers comprised \$242,256, or 5% of total net sales, and international customers comprised \$381,851, or 8% of total net sales. By comparison, for the three months ended September 30, 2021, governmental customers comprised \$3,783,109, or 62%, of total net sales, commercial customers comprised \$1,449,730, or 24%, of total net sales, and international customers comprised \$860,424, or 14%, of total net sales.

Disaggregation of Revenue

	Nine Months ended September 30,							
	2022				2021			
	Commercial	Government	International	Total	Commercial	Government	International	Total
Simulators and accessories	\$ 1,412,539	\$ 11,175,641	\$ 3,013,844	\$ 15,602,024	\$ 2,183,796	\$ 7,828,503	\$ 1,907,588	\$ 11,919,887
Extended service-type warranties	91,836	2,129,077	59,675	2,280,588	79,531	2,001,423	74,196	2,155,150
Customized software and content	-	796,962	212,437	1,009,399	-	905,204	125,716	1,030,920
Installation and training	56,200	599,780	101,437	757,417	93,501	496,251	85,850	675,602
Licensing and royalties	4,580	-	-	4,580	8,805	-	-	8,805
Total Revenue	\$ 1,565,155	\$ 14,701,460	\$ 3,387,393	\$ 19,654,008	\$ 2,365,633	\$ 11,231,381	\$ 2,193,350	\$ 15,790,364

For the nine months ended September 30, 2022, governmental customers comprised \$14,701,460, or 75% of total net sales, commercial customers comprised \$1,565,155, or 8% of total net sales, and international customers comprised \$3,387,393, or 17% of total net sales. By comparison, for the nine months ended September 30, 2021, governmental customers comprised \$11,231,381, or 71% of total net sales, commercial customers comprised \$2,365,633, or 15% of total net sales, and international customers comprised \$2,193,350, or 14% of total net sales. For the nine months ended September 30, 2022 and 2021, the Company recorded \$2,076,357 and \$1,349,677, respectively, in STEP revenue, or 10.6% and 8.5%, respectively, of total net sales.

Customer Deposits

Customer Deposits

Customer deposits consist of prepaid deposits received for equipment purchase orders and for Subscription Training Equipment Partnership (“STEP”) operating agreements that expire annually. Customer deposits are considered a deferred liability until the completion of the customer’s contract performance obligation. When revenue is recognized, the deposit is applied to customer’s receivable balance. Customer deposits are recorded as a current liability under deferred revenue on the accompanying balance sheet and totaled \$2,657,876 and \$2,371,531 at September 30, 2022 and December 31, 2021, respectively. Changes in deferred revenue amounts related to customer deposits will fluctuate from year to year based upon the mix of customers required to prepay deposits under the Company’s credit policy.

Warranty

Warranty

The Company warrants its products from manufacturing defects on a limited basis for a period of one year after purchase, but also sells separately priced extended service-type warranties for periods of up to four years after the expiration of the standard one-year warranty. During the term of the initial one-year warranty, if the device fails to operate properly from defects in materials and workmanship, the Company will fix or replace the defective product. Deferred revenue for separately priced extended warranties one year or less totaled \$416,939 and \$1,764,034 as of September 30, 2022 and December 31, 2021, respectively. Deferred revenue for separately priced extended warranties longer than one year totaled \$2,987,138 and \$1,815,871 as of September 30, 2022 and December 31, 2021, respectively. The accrual for the one-year manufacturer’s warranty liability totaled \$381,000 and \$384,000 as of September 30, 2022 and December 31, 2021, respectively. During the three months ended September 30, 2022 and 2021, the Company recognized revenue of \$1,364,519 and \$713,960, respectively, related to the extended service-type warranties that was amortized from the deferred revenue balance at the beginning of each period. During the nine months ended September 30, 2022 and 2021, the Company recognized revenue of \$2,280,588 and \$2,155,150, respectively. Changes in deferred revenue amounts related to extended service-type warranties will fluctuate from year to year based upon the average remaining life of the warranties at the beginning of the period and new extended service-type warranties sold during the period.

[Concentration of Credit Risk and Major Customers and Suppliers](#)

Concentration of Credit Risk and Major Customers and Suppliers

Financial instruments that potentially subject the Company to concentrations of credit risk consist of cash and cash equivalents, certificates of deposit, and accounts receivable.

The Company's cash, cash equivalents and certificates of deposit are maintained with financial institutions with high credit standings and are FDIC insured deposits. The FDIC insures deposits according to the ownership category in which the funds are insured and how the accounts are titled. The standard deposit insurance coverage limit is \$250,000 per depositor, per FDIC-insured bank, per ownership category. The Company had uninsured cash and cash equivalents of \$15,171,851 and \$19,207,786 as of September 30, 2022 and December 31, 2021, respectively.

Most sales are to governments that are typically made on credit and the Company generally does not require collateral. Management performs ongoing credit evaluations of its customers' financial condition and maintains an allowance for estimated losses. Historically, the Company has experienced minimal charges relative to doubtful accounts.

Historically, the Company primarily sells its products to United States federal and state agencies. For the nine months ended September 30, 2022, one federal agency comprised 11.3% of total net sales. By comparison, for the nine months ended September 30, 2021, no single customer had a significant percentage of total revenue. For the three months ended September 30, 2022, one federal agency comprised 29.2% of total net sales. By comparison, for the three months ended September 30, 2021, one commercial customer comprised 20% of total net sales.

As of September 30, 2022, one federal agency comprised 36.3% of total accounts receivable. By comparison, as of December 31, 2021, the Company did not have any customer that accounted for more than 10% of total accounts receivable.

[Net Income \(Loss\) per Common Share](#)

Net Income (Loss) per Common Share

The net income per common share is computed by dividing net income by the weighted average of common shares outstanding. Diluted net income per share reflects the potential dilution, using the treasury stock method, that would occur if outstanding stock options and warrants were exercised. Earnings per share computations are as follows:

Schedule of Earnings Per Share

	Three Months Ended		Nine Months Ended	
	September 30,		September 30,	
	2022	2021	2022	2021
Net Income (loss)	\$ (802,881)	\$ 1,342,972	\$ 561,567	\$ 2,527,494
Weighted average common stock outstanding	10,867,745	10,792,520	10,850,912	9,745,091
Incremental shares from stock options	-	239,402	19,930	366,367
Weighted average common stock outstanding, diluted	10,867,745	11,031,922	10,870,842	10,111,458
Net income (loss) per common share and common equivalent share				
Basic	\$ (0.07)	\$ 0.12	\$ 0.05	\$ 0.26
Diluted	\$ (0.07)	\$ 0.12	\$ 0.05	\$ 0.25

**Organization and Significant
Accounting Policies (Tables)**

**9 Months Ended
Sep. 30, 2022**

[Accounting Policies](#)

[\[Abstract\]](#)

[Schedule of Disaggregation of
Revenues](#)

Under ASC 606, disaggregated revenue from contracts with customers depicts the nature, amount, timing, and uncertainty of revenue and cash flows affected by economic factors. The Company has evaluated revenues recognized and the following table illustrates the disaggregation disclosure by customer's location and performance obligation.

	Three Months ended September 30,							
	2022				2021			
	Commercial	Government	International	Total	Commercial	Government	International	Total
Simulators and accessories	\$ 198,886	\$ 2,641,214	\$ 369,906	\$ 3,210,006	\$ 1,370,466	\$ 2,645,312	\$ 723,471	\$ 4,739,249
Extended service-type warranties	29,798	650,839	14,368	695,005	31,910	656,870	25,180	713,960
Customized software and content	-	794,857	3,437	798,294	-	290,829	52,273	343,102
Installation and training	8,992	192,380	(5,860)	195,512	42,952	190,098	59,500	292,550
Licensing and royalties	4,580	-	-	4,580	4,402	-	-	4,402
Total Sales Revenue	\$ 242,256	\$ 4,279,290	\$ 381,851	\$ 4,903,397	\$ 1,449,730	\$ 3,783,109	\$ 860,424	\$ 6,093,263

For the three months ended September 30, 2022, governmental customers comprised \$4,279,290, or 87% of total net sales, commercial customers comprised \$242,256, or 5% of total net sales, and international customers comprised \$381,851, or 8% of total net sales. By comparison, for the three months ended September 30, 2021, governmental customers comprised \$3,783,109, or 62%, of total net sales, commercial customers comprised \$1,449,730, or 24%, of total net sales, and international customers comprised \$860,424, or 14%, of total net sales.

Disaggregation of Revenue

	Nine Months ended September 30,							
	2022				2021			
	Commercial	Government	International	Total	Commercial	Government	International	Total
Simulators and accessories	\$ 1,412,539	\$ 11,175,641	\$ 3,013,844	\$ 15,602,024	\$ 2,183,796	\$ 7,828,503	\$ 1,907,588	\$ 11,919,887
Extended service-type warranties	91,836	2,129,077	59,675	2,280,588	79,531	2,001,423	74,196	2,155,150
Customized software and content	-	796,962	212,437	1,009,399	-	905,204	125,716	1,030,920
Installation and training	56,200	599,780	101,437	757,417	93,501	496,251	85,850	675,602
Licensing and royalties	4,580	-	-	4,580	8,805	-	-	8,805
Total Revenue	\$ 1,565,155	\$ 14,701,460	\$ 3,387,393	\$ 19,654,008	\$ 2,365,633	\$ 11,231,381	\$ 2,193,350	\$ 15,790,364

[Schedule of Earnings Per Share](#)

The net income per common share is computed by dividing net income by the weighted average of common shares outstanding. Diluted net income per share reflects the potential dilution, using the treasury stock method, that would occur if outstanding stock options and warrants were exercised. Earnings per share computations are as follows:

Schedule of Earnings Per Share

Three Months Ended
September 30,

Nine Months Ended
September 30,

	2022	2021	2022	2021
Net Income (loss)	\$ (802,881)	\$ 1,342,972	\$ 561,567	\$ 2,527,494
Weighted average common stock outstanding	10,867,745	10,792,520	10,850,912	9,745,091
Incremental shares from stock options	-	239,402	19,930	366,367
Weighted average common stock outstanding, diluted	10,867,745	11,031,922	10,870,842	10,111,458
Net income (loss) per common share and common equivalent share				
Basic	\$ (0.07)	\$ 0.12	\$ 0.05	\$ 0.26
Diluted	\$ (0.07)	\$ 0.12	\$ 0.05	\$ 0.25

Inventory (Tables)

9 Months Ended Sep. 30, 2022

[Inventory Disclosure \[Abstract\]](#) [Schedule of Inventory](#)

	<u>September 30, 2022</u>	<u>December 31, 2021</u>
Raw materials and work in process	\$ 10,072,481	\$ 5,229,636
Reserve	<u>(302,431)</u>	<u>(214,712)</u>
Total inventory	<u>\$ 9,770,050</u>	<u>\$ 5,014,924</u>

**Property and Equipment
(Tables)**

**9 Months Ended
Sep. 30, 2022**

[Property, Plant and Equipment
\[Abstract\]](#)

[Schedule of Property and Equipment](#)

Property and equipment consisted of the following as of:

	September 30, 2022	December 31, 2021
Land	\$ 1,778,987	\$ 1,778,987
Building & Building Improvements	9,129,364	9,005,205
Computer equipment	1,207,530	1,171,319
Furniture and office equipment	279,423	262,814
Machinery and equipment	2,758,608	1,970,007
STEP equipment	1,769,825	1,496,252
Leasehold improvements	334,934	334,934
Construction in Progress	1,091,905	7,000
	<hr/>	<hr/>
Total property and equipment	18,350,576	16,026,518
Less: Accumulated depreciation and amortization	(3,759,096)	(3,161,752)
	<hr/>	<hr/>
Property and equipment, net	\$ 14,591,480	\$ 12,864,766

Intangible Assets (Tables)

**9 Months Ended
Sep. 30, 2022**

[Goodwill and Intangible Assets Disclosure](#)

[\[Abstract\]](#)

[Schedule of Intangible Asset](#)

Intangible assets consisted of the following as of:

	September 30, 2022	December 31, 2021
Patents	\$ 160,000	\$ 160,000
Capitalized media content	451,244	331,228
Acquired lease intangible assets	83,963	83,963
Total intangible assets	695,207	575,191
Less accumulated amortization	(101,804)	(40,112)
Intangible assets, net	\$ 593,403	\$ 535,079

Leases (Tables)

9 Months Ended
Sep. 30, 2022

[Leases \[Abstract\]](#)

[Schedule of Balance Sheet Classification of Lease Assets and Liabilities](#)

The balance sheet classification of lease assets and liabilities as of September 30, 2022 was as follows:

Balance Sheet Classification	September 30, 2022
Assets	
Operating lease right-of-use assets, December 31, 2021	\$ 784,306
Addition of lease right-of-use asset in 2022	840,843
Amortization for the Nine months ended September 30, 2022	(291,879)
Total operating lease right-of-use asset, September 30, 2022	<u>\$ 1,333,270</u>
Liabilities	
Current	
Operating lease liability, short-term	\$ 548,376
Non-current	
Operating lease liability, long-term	854,583
Total lease liabilities	<u>\$ 1,402,959</u>

The balance sheet classification of lease assets and liabilities as of December 31, 2021 was as follows:

Balance Sheet Classification	December 31, 2021
Assets	
Operating lease right-of-use assets, December 31, 2020	\$ 1,094,527
Amortization for the year ended December 31, 2021	(310,221)
Total operating lease right-of-use asset, December 31, 2021	<u>\$ 784,306</u>
Liabilities	
Current	
Operating lease liability, short-term	\$ 347,772
Non-current	
Operating lease liability, long-term	505,383
Total lease liabilities	<u>\$ 853,155</u>

[Schedule of Future Minimum Lease Payments](#)

Future minimum lease payments as of September 30, 2022 under non-cancelable operating leases are as follows:

Future Minimum Lease Payments	
2022	\$ 286,412
2023	572,794
2024	317,939
2025	191,479
2026	196,311
2027	99,381

Total lease payments	1,664,316
Less: imputed interest	<u>(261,357)</u>
Operating lease liability	<u><u>\$1,402,959</u></u>

Future minimum lease payments as of December 31, 2021 under non-cancelable operating leases are as follows:

2022	\$379,097
2023	390,562
2024	<u>131,152</u>
Total lease payments	900,811
Less: imputed interest	<u>(47,656)</u>
Operating lease liability	<u><u>\$853,155</u></u>

Accrued Expenses (Tables)

**9 Months Ended
Sep. 30, 2022**

Payables and Accruals [Abstract]

Schedule of Accrued Compensation and Related Costs

of: Accrued compensation and related costs consisted of the following as

	September 30, 2022	December 31, 2021
Salaries and wages payable	\$ 269,530	\$ 422,562
Employee benefits payable	12,821	16,523
Accrued paid time off (PTO)	587,902	483,311
Profit sharing payable	294,841	139,682
	<u> </u>	<u> </u>
Total accrued compensation and related costs	<u>\$ 1,165,094</u>	<u>\$ 1,062,078</u>

Schedule of Accrued Expenses and Other Current Liabilities

as of: Accrued expenses and other current liabilities consisted of the following

	September 30, 2022	December 31, 2021
Manufacturer's warranties	\$ 381,000	\$ 384,000
Warranties-other	-	-
Loss contingencies	-	-
Taxes payable	188,816	113,921
Miscellaneous payable	557,345	493,823
	<u> </u>	<u> </u>
Total accrued expenses and other current liabilities	<u>\$ 1,127,161</u>	<u>\$ 991,744</u>

Note Payable (Tables)

9 Months Ended Sep. 30, 2022

[Debt Disclosure \[Abstract\]](#) [Schedule of Notes Payable](#)

The note payable amounts consist of the following:

	September 30, 2022	December 31, 2021
Short-term liabilities:		
Note payable, principal	\$ 228,445	\$ 231,871
Accrued interest on note	4,143	4,420
	<u> </u>	<u> </u>
Note payable, short-term	<u>\$ 232,588</u>	<u>\$ 236,291</u>
Long-term liabilities:		
Note payable, principal	\$8,108,545	\$8,280,395
	<u> </u>	<u> </u>
Note payable, long term	<u>\$8,108,545</u>	<u>\$8,280,395</u>

**Stockholders' Equity
(Tables)**

**9 Months Ended
Sep. 30, 2022**

[Equity \[Abstract\]](#)

[Schedule of Non-qualified Stock](#)

[Options](#)

	September 30, 2022		September 30, 2021	
	Number of Stock Options	Weighted Exercise Price	Number of Stock Options	Weighted Exercise Price
Options outstanding, beginning of year	112,500	\$ 3.51	164,167	\$ 3.13
Granted	-	-	-	-
Redeemed	(22,500)	2.55	(26,250)	1.51
Exercised	(15,000)	1.55	(7,500)	1.51
Expired / terminated	-	-	-	-
Options outstanding, end of period	<u>75,000</u>	<u>\$ 4.45</u>	<u>130,417</u>	<u>\$ 3.55</u>
Options exercisable, end of period	<u>75,000</u>	<u>\$ 4.45</u>	<u>130,417</u>	<u>\$ 3.55</u>

Schedule of Disaggregation of Revenues (Details) - USD (\$)	3 Months Ended		9 Months Ended	
	Sep. 30, 2022	Sep. 30, 2021	Sep. 30, 2022	Sep. 30, 2021
Simulators and accessories	\$ 3,210,006	\$ 4,739,249	\$ 15,602,024	\$ 11,919,887
Simulators and accessories	695,005	713,960	2,280,588	2,155,150
Simulators and accessories	798,294	343,102	1,009,399	1,030,920
Simulators and accessories	195,512	292,550	757,417	675,602
Simulators and accessories	4,580	4,402	4,580	8,805
Simulators and accessories	4,903,397	6,093,263	19,654,008	15,790,364
Commercial [Member]				
Simulators and accessories	198,886	1,370,466	1,412,539	2,183,796
Simulators and accessories	29,798	31,910	91,836	79,531
Simulators and accessories				
Simulators and accessories	8,992	42,952	56,200	93,501
Simulators and accessories	4,580	4,402	4,580	8,805
Simulators and accessories	242,256	1,449,730	1,565,155	2,365,633
Government [Member]				
Simulators and accessories	2,641,214	2,645,312	11,175,641	7,828,503
Simulators and accessories	650,839	656,870	2,129,077	2,001,423
Simulators and accessories	794,857	290,829	796,962	905,204
Simulators and accessories	192,380	190,098	599,780	496,251
Simulators and accessories				
Simulators and accessories	4,279,290	3,783,109	14,701,460	11,231,381
Geographic Distribution, Foreign [Member]				
Simulators and accessories	369,906	723,471	3,013,844	1,907,588
Simulators and accessories	14,368	25,180	59,675	74,196
Simulators and accessories	3,437	52,273	212,437	125,716
Simulators and accessories	(5,860)	59,500	101,437	85,850
Simulators and accessories				
Simulators and accessories	\$ 381,851	\$ 860,424	\$ 3,387,393	\$ 2,193,350

Schedule of Earnings Per Share (Details) - USD (\$)	3 Months Ended		9 Months Ended	
	Sep. 30, 2022	Sep. 30, 2021	Sep. 30, 2022	Sep. 30, 2021
Accounting Policies [Abstract]				
Net Income (loss)	\$ (802,881)	\$ 1,342,972	\$ 561,567	\$ 2,527,494
Weighted average common stock outstanding	10,867,745	10,792,520	10,850,912	9,745,091
Incremental shares from stock options		239,402	19,930	366,367
Weighted average common stock outstanding, diluted	10,867,745	11,031,922	10,870,842	10,111,458
Basic	\$ (0.07)	\$ 0.12	\$ 0.05	\$ 0.26
Diluted	\$ (0.07)	\$ 0.12	\$ 0.05	\$ 0.25

Organization and Significant Accounting Policies (Details Narrative) - USD (\$)	3 Months Ended		9 Months Ended		12 Months Ended
	Sep. 30, 2022	Sep. 30, 2021	Sep. 30, 2022	Sep. 30, 2021	Dec. 31, 2021
<u>Product Information [Line Items]</u>					
<u>Revenue</u>	\$ 4,903,397	\$ 6,093,263	\$ 19,654,008	\$ 15,790,364	
<u>Customer deposits, current</u>	3,074,815		3,074,815		\$ 4,135,565
<u>Revenue recognized</u>	1,364,519	713,960	2,280,588	2,155,150	
<u>FDIC insured amount</u>	250,000		250,000		
<u>Uninsured cash and cash equivalents</u>	15,171,851		15,171,851		19,207,786
<u>Warranty [Member] One Year or Less [Member]</u>					
<u>Product Information [Line Items]</u>					
<u>Extended warranties</u>	416,939		416,939		1,764,034
<u>Warranty [Member] Longer Than One Year [Member]</u>					
<u>Product Information [Line Items]</u>					
<u>Extended warranties</u>	2,987,138		2,987,138		1,815,871
<u>Warranty [Member] One Year [Member]</u>					
<u>Product Information [Line Items]</u>					
<u>Extended warranties</u>	381,000		381,000		384,000
<u>Deferred Revenue [Member]</u>					
<u>Product Information [Line Items]</u>					
<u>Customer deposits, current</u>	2,657,876		2,657,876		\$ 2,371,531
<u>Revenue from Contract with Customer Benchmark [Member] Customer Concentration Risk [Member] Government Customers [Member]</u>					
<u>Product Information [Line Items]</u>					
<u>Revenue</u>	\$ 4,279,290	\$ 3,783,109	\$ 14,701,460	\$ 11,231,381	
<u>Concentration of credit risk</u>	87.00%	62.00%	75.00%	71.00%	
<u>Revenue from Contract with Customer Benchmark [Member] Customer Concentration Risk [Member] Commercial Customers [Member]</u>					
<u>Product Information [Line Items]</u>					
<u>Revenue</u>	\$ 242,256	\$ 1,449,730	\$ 1,565,155	\$ 2,365,633	
<u>Concentration of credit risk</u>	5.00%	24.00%	8.00%	15.00%	
<u>Revenue from Contract with Customer Benchmark [Member] Customer Concentration Risk [Member] International Customers [Member]</u>					
<u>Product Information [Line Items]</u>					

<u>Revenue</u>	\$ 381,851	\$ 860,424	\$ 3,387,393	\$ 2,193,350
<u>Concentration of credit risk</u>	8.00%	14.00%	17.00%	14.00%

Revenue from Contract with Customer Benchmark [Member] | Customer Concentration Risk [Member] | STEP Revenue [Member]

Product Information [Line Items]

<u>Revenue</u>		\$ 2,076,357	\$ 1,349,677
<u>Concentration of credit risk</u>		10.60%	8.50%

Revenue from Contract with Customer, Product and Service Benchmark [Member] | Customer Concentration Risk [Member] | One Federal Agency [Member]

Product Information [Line Items]

<u>Concentration of credit risk</u>	20.00%
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Revenue from Contract with Customer, Product and Service Benchmark [Member] | One Federal Agency [Member] | No Commercial Customer [Member]

Product Information [Line Items]

<u>Concentration of credit risk</u>	29.20%	11.30%
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Accounts Receivable [Member] | Customer Concentration Risk [Member] | One State Agency [Member]

Product Information [Line Items]

<u>Concentration of credit risk</u>	10.00%
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Accounts Receivable [Member] | Customer Concentration Risk [Member] | One Commercial Customer [Member] | One State Agency [Member]

Product Information [Line Items]

<u>Concentration of credit risk</u>	36.30%
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Schedule of Inventory
(Details) - USD (\$)

Sep. 30, 2022 Dec. 31, 2021

Inventory Disclosure [Abstract]

<u>Raw materials and work in process</u>	\$ 10,072,481	\$ 5,229,636
<u>Reserve</u>	(302,431)	(214,712)
<u>Total inventory</u>	\$ 9,770,050	\$ 5,014,924

Inventory (Details Narrative)
- USD (\$)

	Sep. 30, 2022	Dec. 31, 2021
Other assets, long-term	\$ 376,461	\$ 189,734
Spare Parts [Member]		
Other assets, long-term	\$ 322,968	\$ 136,241

**Schedule of Property and
Equipment (Details) - USD
(\$)**

Sep. 30, 2022 Dec. 31, 2021

Property, Plant and Equipment [Line Items]

<u>Total property and equipment</u>	\$ 18,350,576	\$ 16,026,518
<u>Less: Accumulated depreciation and amortization</u>	(3,759,096)	(3,161,752)
<u>Property and equipment, net</u>	14,591,480	12,864,766

Land [Member]

Property, Plant and Equipment [Line Items]

<u>Total property and equipment</u>	1,778,987	1,778,987
<u>Building and Building Improvements [Member]</u>		

Property, Plant and Equipment [Line Items]

<u>Total property and equipment</u>	9,129,364	9,005,205
<u>Computer Equipment [Member]</u>		

Property, Plant and Equipment [Line Items]

<u>Total property and equipment</u>	1,207,530	1,171,319
<u>Furniture And Office Equipment [Member]</u>		

Property, Plant and Equipment [Line Items]

<u>Total property and equipment</u>	279,423	262,814
<u>Machinery and Equipment [Member]</u>		

Property, Plant and Equipment [Line Items]

<u>Total property and equipment</u>	2,758,608	1,970,007
<u>S T E P Equipment [Member]</u>		

Property, Plant and Equipment [Line Items]

<u>Total property and equipment</u>	1,769,825	1,496,252
<u>Leasehold Improvements [Member]</u>		

Property, Plant and Equipment [Line Items]

<u>Total property and equipment</u>	334,934	334,934
<u>Construction in Progress [Member]</u>		

Property, Plant and Equipment [Line Items]

<u>Total property and equipment</u>	\$ 1,091,905	\$ 7,000
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**Property and Equipment
(Details Narrative) - USD (\$)**

**9 Months Ended
Sep. 30, 2022 Sep. 30, 2021**

Property, Plant and Equipment [Abstract]

Depreciation expense \$ 597,775 \$ 350,963

**Schedule of Intangible Asset
(Details) - USD (\$)**

Sep. 30, 2022 Dec. 31, 2021

Finite-Lived Intangible Assets [Line Items]

<u>Total intangible assets</u>	\$ 695,207	\$ 575,191
<u>Less accumulated amortization</u>	(101,804)	(40,112)
<u>Intangible assets, net</u>	593,403	535,079

Patents [Member]

Finite-Lived Intangible Assets [Line Items]

<u>Total intangible assets</u>	160,000	160,000
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Capitalized Media Content [Member]

Finite-Lived Intangible Assets [Line Items]

<u>Total intangible assets</u>	451,244	331,228
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Acquired Lease Intangible Assets [Member]

Finite-Lived Intangible Assets [Line Items]

<u>Total intangible assets</u>	\$ 83,963	\$ 83,963
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**Intangible Assets (Details
Narrative) - USD (\$)**

**9 Months Ended
Sep. 30, 2022 Sep. 30, 2021**

[Goodwill and Intangible Assets Disclosure \[Abstract\]](#)

Amortization of intangible asset

\$ 61,692

\$ 16,209

**Schedule of Balance Sheet
Classification of Lease Assets
and Liabilities (Details) -
USD (\$)**

9 Months Ended 12 Months Ended

Sep. 30, 2022 Dec. 31, 2021

Leases [Abstract]

<u>Operating lease right-of-use assets, beginning</u>	\$ 784,306	\$ 1,094,527
<u>Addition of lease right-of-use asset in 2022</u>	840,843	
<u>Amortization for the year ended December 31, 2021</u>	(291,879)	(310,221)
<u>Total operating lease right-of-use asset, ending</u>	1,333,270	784,306
<u>Operating lease liability, short-term</u>	548,376	347,772
<u>Operating lease liability, long-term</u>	854,583	505,383
<u>Total lease liabilities</u>	\$ 1,402,959	\$ 853,155

**Schedule of Future
Minimum Lease Payments Sep. 30, 2022 Dec. 31, 2021
(Details) - USD (\$)**

Leases [Abstract]

<u>2022</u>	\$ 286,412	\$ 379,097
<u>2023</u>	572,794	390,562
<u>2024</u>	317,939	131,152
<u>2025</u>	191,479	
<u>2026</u>	196,311	
<u>2027</u>	99,381	
<u>Total lease payments</u>	1,664,316	900,811
<u>Less: imputed interest</u>	(261,357)	(47,656)
<u>Operating lease liability</u>	\$ 1,402,959	\$ 853,155

Leases (Details Narrative) - USD (\$)	3 Months Ended		9 Months Ended	
	Sep. 30, 2022	Sep. 30, 2021	Sep. 30, 2022	Sep. 30, 2021
Leases [Abstract]				
Rent expenses	\$ 243,440	\$ 146,497	\$ 647,893	\$ 436,750

**Schedule of Accrued
Compensation and Related
Costs (Details) - USD (\$)**

Sep. 30, 2022 Dec. 31, 2021

Payables and Accruals [Abstract]

<u>Salaries and wages payable</u>	\$ 269,530	\$ 422,562
<u>Employee benefits payable</u>	12,821	16,523
<u>Accrued paid time off (PTO)</u>	587,902	483,311
<u>Profit sharing payable</u>	294,841	139,682
<u>Total accrued compensation and related costs</u>	\$ 1,165,094	\$ 1,062,078

**Schedule of Accrued
Expenses and Other Current
Liabilities (Details) - USD (\$)**

Sep. 30, 2022 Dec. 31, 2021

Payables and Accruals [Abstract]

<u>Manufacturer's warranties</u>	\$ 381,000	\$ 384,000
<u>Warranties-other</u>		
<u>Loss contingencies</u>		
<u>Taxes payable</u>	188,816	113,921
<u>Miscellaneous payable</u>	557,345	493,823
<u>Total accrued expenses and other current liabilities</u>	\$ 1,127,161	\$ 991,744

Schedule of Notes Payable
(Details) - USD (\$) **Sep. 30, 2022** **Dec. 31, 2021**

Short-Term Debt [Line Items]

Note payable, short-term \$ 232,588 \$ 236,291

Note payable, long term 8,108,545 8,280,395

Notes Payable [Member]

Short-Term Debt [Line Items]

Note payable, principal 8,108,545 8,280,395

Note payable, long term 8,108,545 8,280,395

Notes Payable [Member]

Short-Term Debt [Line Items]

Note payable, principal 228,445 231,871

Accrued interest on note 4,143 4,420

Note payable, short-term \$ 232,588 \$ 236,291

**Note Payable (Details
Narrative) - USD (\$)**

			9 Months Ended	
	Aug. 25,	Aug. 25,	Sep. 30,	Sep. 30,
	2022	2021	2022	2021

Short-Term Debt [Line Items]

Payment to acquire assets

	\$	\$		
			2,324,058	11,407,278

Arizona Bank and Trust [Member]

Short-Term Debt [Line Items]

Proceeds from bank loan

	\$			
			8,600,000	

Debt instrument interest rate

	3.00%			
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Maturity date

	Aug. 23,			
			2031	

Arizona Bank and Trust [Member] | One Hundred And Nineteen

Regular Monthly Payments [Member]

Short-Term Debt [Line Items]

Debt instrument periodic payment

	\$ 40,978			
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Arizona Bank and Trust [Member] | One Irregular Payment
[Member]

Short-Term Debt [Line Items]

Debt instrument periodic payment

	\$			
			5,956,538	

Property [Member]

Short-Term Debt [Line Items]

Payment to acquire assets

	\$			
			10,800,000	

Related Party Transactions (Details Narrative) - USD (\$)	3 Months Ended		9 Months Ended		
	Sep. 30, 2022	Sep. 30, 2021	Sep. 30, 2022	Sep. 30, 2021	Dec. 31, 2021
<u>Deferred Compensation Arrangement with Individual, Excluding Share-Based Payments and Postretirement Benefits [Line Items]</u>					
<u>Compensation expenses</u>			\$ 50,090	\$ 116,718	
<u>Common stock, par value</u>	\$ 0.0001		\$ 0.0001		\$ 0.0001
<u>Compensation expenses</u>	\$ 21,126	\$ 5,250	\$ 33,851	\$ 11,320	
<u>Common Stock [Member]</u>					
<u>Deferred Compensation Arrangement with Individual, Excluding Share-Based Payments and Postretirement Benefits [Line Items]</u>					
<u>Stock issued during the period, new issues</u>				3,000,000	
<u>Compensation expenses</u>	\$ 1		\$ 1		
<u>Chief Executive Officer and Chief Operating Officer [Member]</u>					
<u>Deferred Compensation Arrangement with Individual, Excluding Share-Based Payments and Postretirement Benefits [Line Items]</u>					
<u>Stock redeemed or called during period shares</u>			22,500	26,250	
<u>Board [Member] Common Stock [Member]</u>					
<u>Deferred Compensation Arrangement with Individual, Excluding Share-Based Payments and Postretirement Benefits [Line Items]</u>					
<u>Stock issued during the period, new issues</u>			15,000	7,500	
<u>Common stock, par value</u>	\$ 0.0001		\$ 0.0001		

Commitments and Contingencies (Details Narrative) - USD (\$)	3 Months Ended		9 Months Ended		12 Months Ended	Apr. 11, 2022
	Aug. 26, 2021	Sep. 30, 2022	Sep. 30, 2021	Sep. 30, 2022	Sep. 30, 2021	
<u>Share-Based Compensation Arrangement by Share-Based Payment Award [Line Items]</u>						
<u>Net income (loss)</u>	\$ (802,881)	\$ 1,342,972	\$ 561,567	\$ 2,527,494		
<u>Litigation Settlement, Amount Awarded from Other Party</u>			\$ 5,747			
<u>Shares prior to deduction</u>			1,840			
<u>Common Stock, Shares, Issued</u>	10,898,259		10,898,259		10,807,130	
<u>Net income loss</u>				171,216		
<u>Operating Expenses</u>	\$ 3,587,990	\$ 2,609,772	10,265,886	6,928,154		
<u>Deferred Profit Sharing [Member]</u>						
<u>Share-Based Compensation Arrangement by Share-Based Payment Award [Line Items]</u>						
<u>Operating Expenses</u>			225,000	\$ 226,441		
<u>Restricted Stock Units (RSUs) [Member]</u>						
<u>Share-Based Compensation Arrangement by Share-Based Payment Award [Line Items]</u>						
<u>Net income (loss)</u>			93,267			
<u>Net income loss</u>	\$ 22,700					
<u>Restricted Stock Units (RSUs) [Member] Tranche [Member] June 30, 2022 [Member]</u>						
<u>Share-Based Compensation Arrangement by Share-Based Payment Award [Line Items]</u>						
<u>Net income (loss)</u>			\$ 3,000,000	\$ 2,720,015		
<u>Chief Operating Officer [Member] 2017 Equity Incentive Plan [Member]</u>						
<u>Share-Based Compensation Arrangement by Share-Based Payment Award [Line Items]</u>						
<u>Stock issued during period shares based compensation, shares</u>	168,090					

[Chief Operating Officer \[Member\]](#) |
[Restricted Stock Units \(RSUs\)](#)
[\[Member\]](#)

[Share-Based Compensation](#)
[Arrangement by Share-Based](#)
[Payment Award \[Line Items\]](#)

[Number of shares authorized](#) 392,223 288,889

[Chief Executive Officer \[Member\]](#)

[Share-Based Compensation](#)
[Arrangement by Share-Based](#)
[Payment Award \[Line Items\]](#)

[Common Stock, Shares, Issued](#) 7,407 7,407

**Schedule of Non-qualified
Stock Options (Details) -
Non Qualified Stock Option
[Member] - \$ / shares**

9 Months Ended 12 Months Ended
Sep. 30, 2022 Sep. 30, 2021 Dec. 31, 2022

Offsetting Assets [Line Items]

<u>Number of stock options, options outstanding, beginning of year</u>	112,500	164,167	112,500
<u>Weighted exercise price option outstanding, beginning of year</u>	\$ 3.51	\$ 3.13	\$ 3.51
<u>Number of stock options, granted</u>			
<u>Weighted exercise price, granted</u>			
<u>Number of stock options, redeemed</u>	(22,500)	(26,250)	
<u>Weighted exercise price redeemed</u>	\$ 2.55	\$ 1.51	
<u>Number of stock options, exercised</u>	(15,000)	(7,500)	
<u>Weighted exercise price exercised</u>	\$ 1.55	\$ 1.51	
<u>Number of stock options, expired / terminated</u>			
<u>Weighted exercise price expired / terminated</u>			
<u>Number of stock options options outstanding end of period</u>	75,000	130,417	
<u>Weighted exercise price, option outstanding end of period</u>	\$ 4.45	\$ 3.55	
<u>Number of stock options options exercisable end of period</u>	75,000	130,417	
<u>Weighted exercise price, options exercisable, end of period</u>	\$ 4.45	\$ 3.55	

Stockholders' Equity (Details Narrative) - USD (\$)	Sep. 01, 2022	Apr. 11, 2022	Apr. 05, 2021	Mar. 31, 2021	Jan. 09, 2019	Oct. 25, 2016	3 Months Ended Sep. 30, 2022	Sep. 30, 2021	6 Months Ended Jun. 30, 2022	9 Months Ended Sep. 30, 2022	Sep. 30, 2021	12 Months Ended Dec. 31, 2022	Dec. 31, 2021	Aug. 26, 2021
Class of Stock [Line Items]														
Stock repurchased during period, value														
Options exercisable weighted average contractual term									7 years	7 years	7 years			
Exercisable and outstanding intrinsic value							106,332	\$ 859,675		\$ 106,332	\$ 859,675			
Proceeds from stock options exercised							\$ 16,875	\$ 5,250		\$ 33,851	11,320			
Stock issued for services, shares	11,314													
Stock issued for services, shares	13,154													
Stock issued for services taxes withheld, shares	1,840													
Fair value of stock issued for services taxes withheld	\$ 60,190.48													
Common stock par value							\$ 0.0001			\$ 0.0001		\$ 0.0001		
Proceeds from offering											\$ 16,795,000			
Offering [Member]														
Class of Stock [Line Items]														
Proceeds from offering			\$ 18,000,000.0											
other expenses			\$ 1,205,000											
Placement Agency Agreement [Member] Roth Capital Partners, LLC [Member]														
Class of Stock [Line Items]														
Sale of stock, percentage				6.50%										
Chief Operating Officer [Member] Restricted Stock Units (RSUs) [Member]														
Class of Stock [Line Items]														
Share-Based Compensation Arrangement by Share-Based Payment Award, Number of Shares Authorized		288,889												392,223
Mr.Givens [Member]														
Class of Stock [Line Items]														
Stock issued during period for signing bonus, shares		64,815												
Institutional Investors [Member] Registered Director Offering [Member] Securities Purchase Agreement [Member]														
Class of Stock [Line Items]														
Number of shares sold														
Common stock par value														
Sale of stock, price per share														
2017 Equity Incentive Plan [Member] Chief Executive Officer One [Member] Restricted Stock [Member]														
Class of Stock [Line Items]														
Share-Based Compensation Arrangement by Share-Based Payment Award, Number of Shares Authorized														
Number of shares granted											14,057			
Number of shares granted							224,133			224,133				

[2017 Equity Incentive Plan](#)
[\[Member\] | Chief Executive](#)
[Officer Two \[Member\]](#)
[Restricted Stock \[Member\]](#)

[Class of Stock \[Line Items\]](#)
[Share-Based Compensation](#)
[Arrangement by Share-Based](#)
[Payment Award, Number of](#)
[Shares Authorized](#)

288,889

288,889

[2017 Equity Incentive Plan](#)
[\[Member\] | Chief Operating](#)
[Officer \[Member\] | Restricted](#)
[Stock \[Member\]](#)

[Class of Stock \[Line Items\]](#)
[Number of shares granted](#)

10,543

[Equity Incentive Plan](#)
[\[Member\] | Mr.Givens](#)
[\[Member\] | Restricted Stock](#)
[Units \(RSUs\) \[Member\]](#)

[Class of Stock \[Line Items\]](#)
[Number of shares granted](#)

288,889

[Restricted stock units vesting,](#)
[description](#)

Beginning on the last business day of August 2022, a tranche of restricted stock units, having an approximate value of \$40,000, based on current grant day prices, may vest if the Company has achieved net profit for the twelve months ending June 30, 2022 of at least \$2,500,000. For every \$500,000 earned in excess of \$2,500,000 another tranche will vest. If the maximum net profit of \$7,000,000 is achieved, ten tranches would vest. Similarly, on the last business day of August 2023, a tranche of restricted

2,500,000

stock units may vest if the Company has achieved a net profit of at least \$3,000,000, with the potential to have additional tranches vest up to a maximum of \$9,000,000 in net profit. This vesting arrangement continues with the last business day of August 2024, with the minimum net profit threshold being \$3,500,000 and the maximum net profit being \$11,000,000

[Maximum \[Member\] | Placement Agency Agreement \[Member\] | Roth Capital Partners, LLC \[Member\] Class of Stock \[Line Items\]](#)
[Reimbursement legal fees and expenses](#)
[Common Stock \[Member\] | Maximum \[Member\] Class of Stock \[Line Items\]](#)
[Stock repurchased during period, value](#)

\$ 35,000

\$ \$
 1,000,000 1,000,000

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1. Introduction
2. Literature Review
3. Methodology
4. Results
5. Discussion
6. Conclusion

The following text is a highly repetitive and dense list of references, likely generated by a software tool. It contains numerous entries, each consisting of a citation number followed by the author's name and the title of the work. The entries are arranged in a vertical column on the left side of the page, with significant overlap and repetition of text. The text is too small and dense to be accurately transcribed in full, but it appears to be a comprehensive list of sources related to the research topic.

1. Introduction
2. Background
3. Methodology
4. Results
5. Discussion
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7. References
8. Appendix
9. Glossary
10. Index

1. Introduction
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10. Index
11. Bibliography
12. Acknowledgments
13. Author Biographies
14. Contact Information
15. Disclaimer
16. Copyright
17. Privacy Policy
18. Terms of Service
19. About Us
20. Press Inquiries
21. Media Kit
22. Sponsorship Opportunities
23. Advertising Rates
24. Distribution List
25. Subscription Information
26. Feedback Form
27. Survey Questions
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31. Ethical Approval
32. Informed Consent
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34. Statistical Analysis
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38. Implications
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41. Case Studies
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55. Key Activities
56. Key Partnerships
57. Key Channels
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61. Key Opportunities
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2. The second part of the document outlines the various methods used to collect and analyze data. It includes a detailed description of the sampling process and the statistical techniques employed to interpret the results.

3. The third part of the document presents the findings of the study. It highlights the key trends and patterns observed in the data, as well as the implications of these findings for the industry and the broader economy.

4. The fourth part of the document discusses the limitations of the study and the potential areas for future research. It acknowledges the challenges faced during the data collection process and offers suggestions for improving the accuracy and reliability of the results.

5. The fifth part of the document provides a conclusion and a summary of the main points. It reiterates the significance of the findings and the need for continued research in this area.

6. The sixth part of the document includes a list of references and a bibliography. It cites the various sources used in the study, including academic journals, books, and industry reports.

7. The seventh part of the document contains a list of appendices and supplementary materials. These include detailed data tables, charts, and graphs that provide further insight into the study's findings.

8. The eighth part of the document is a glossary of terms and definitions. It clarifies the meaning of key terms and concepts used throughout the document, ensuring that the reader has a clear understanding of the terminology.

9. The ninth part of the document is a list of acknowledgments. It expresses gratitude to the individuals and organizations that provided support and assistance during the course of the study.

10. The tenth part of the document is a list of footnotes and endnotes. These provide additional information and references related to the study, including details about the data sources and the methods used.

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3. The third part of the document presents the findings of the study. It shows that there is a significant correlation between the variables being studied, and that the results are consistent across different groups and time periods.

4. The fourth part of the document discusses the implications of the findings and offers suggestions for further research. It highlights the need for continued monitoring and evaluation of the system to ensure its effectiveness and efficiency.

5. The fifth part of the document provides a summary of the key points and conclusions. It reiterates the importance of accurate record-keeping and the need for ongoing research and improvement in the field.

Table with multiple columns and rows of data, including headers such as '...', '...', and '...'.

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1. The first part of the document discusses the importance of maintaining accurate records of all transactions and activities. It emphasizes the need for transparency and accountability in financial reporting.

2. The second part of the document outlines the various methods and techniques used to collect and analyze data. It includes a detailed description of the experimental procedures and the tools used for data collection.

3. The third part of the document presents the results of the study, including a comparison of the different methods and techniques used. It discusses the strengths and weaknesses of each method and provides a summary of the findings.

4. The fourth part of the document discusses the implications of the study and provides recommendations for future research. It highlights the need for further investigation into the effectiveness of the different methods and techniques used.

5. The fifth part of the document provides a conclusion and a summary of the key findings. It emphasizes the importance of maintaining accurate records and the need for transparency and accountability in financial reporting.

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2. The second part of the document outlines the various methods used to collect and analyze data. It includes a detailed description of the sampling process and the statistical techniques employed to interpret the results.

3. The third part of the document presents the findings of the study. It shows that there is a significant correlation between the variables being studied, and it provides a clear explanation of the underlying reasons for this relationship.

4. The fourth part of the document discusses the implications of the findings for future research and practice. It suggests that the results of this study could be used to inform policy decisions and to guide the development of new programs and initiatives.

5. The fifth part of the document concludes the study and provides a final summary of the key findings. It reiterates the importance of the research and the need for continued efforts to improve the quality of data collection and analysis.

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3. The third part of the document presents the results of the study, showing the trends and patterns observed in the data. It includes several tables and graphs to illustrate the findings.

4. The fourth part of the document discusses the implications of the results and the potential applications of the findings. It highlights the significance of the study and the need for further research in this area.

5. The fifth part of the document provides a conclusion and a summary of the key points discussed throughout the document. It also includes a list of references and a bibliography.

1. Introduction
2. Literature Review
3. Methodology
4. Results
5. Discussion
6. Conclusion
7. References
8. Appendix
9. Glossary
10. Index

1. The first part of the document is a list of names and titles, including "The Hon. Mr. Justice Gauthier", "The Hon. Mr. Justice Lamer", "The Hon. Mr. Justice Sopin", "The Hon. Mr. Justice Cory", "The Hon. Mr. Justice Iacobucci", "The Hon. Mr. Justice Binnie", "The Hon. Mr. Justice LeBel", "The Hon. Mr. Justice Deschamps", "The Hon. Mr. Justice Gauthier", "The Hon. Mr. Justice Lamer", "The Hon. Mr. Justice Sopin", "The Hon. Mr. Justice Cory", "The Hon. Mr. Justice Iacobucci", "The Hon. Mr. Justice Binnie", "The Hon. Mr. Justice LeBel", "The Hon. Mr. Justice Deschamps".