



## Non-GAAP Reconciliations

In Thousands

### Reconciliation to Adjusted EBITDA

	Quarter Ended				
	<u>3/31/17</u>	<u>6/30/17</u>	<u>9/30/17</u>	<u>12/31/17</u>	<u>3/31/18</u>
Net loss from continuing operations	\$ (1,379)	\$ (1,273)	\$ (1,582)	\$ (436)	\$ (2,052)
Provision (benefit) for income tax	(500)	(394)	(111)	(1,099)	42
Other (income) expense, net	(67)	(12)	3	(133)	(69)
Depreciation & amortization	197	202	204	205	191
Non-cash stock compensation	184	175	200	209	237
Acquisition related charges	-	30	38	2	-
<b>Adjusted EBITDA</b>	<b>\$ (1,565)</b>	<b>\$ (1,272)</b>	<b>\$ (1,248)</b>	<b>\$ (1,252)</b>	<b>\$ (1,651)</b>

### Reconciliation to Core Net Loss and Core Net Loss Per Share

	Quarter Ended				
	<u>3/31/17</u>	<u>6/30/17</u>	<u>9/30/17</u>	<u>12/31/17</u>	<u>3/31/18</u>
Net loss from continuing operations	\$ (1,379)	\$ (1,273)	\$ (1,582)	\$ (436)	\$ (2,052)
Amortization of intangible assets	132	132	132	132	115
Non-cash stock compensation	184	175	200	209	237
Acquisition related charges	-	30	38	2	-
Tax adjustment	(80)	(78)	(23)	(225)	7
<b>Core net loss from continuing operations</b>	<b>\$ (1,143)</b>	<b>\$ (1,014)</b>	<b>\$ (1,235)</b>	<b>\$ (318)</b>	<b>\$ (1,693)</b>
<b>Core net loss per share</b>	<b>\$ (0.14)</b>	<b>\$ (0.12)</b>	<b>\$ (0.15)</b>	<b>\$ (0.04)</b>	<b>\$ (0.20)</b>
Weighted average common shares outstanding	8,369	8,382	8,400	8,430	8,443

Note: The 2017 figures above have been adjusted to reflect the adoption of ASC 340-40, which impacts commissions expense and was applied retroactively.