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Financial Report Navigation



**INCOME
STATEMENT**



**BALANCE
SHEET**



**CASH FLOW
STATEMENT**



**FINANCIAL
DETAILS**



**AGED TRIAL
BALANCE**



**REVENUE
INSIGHTS**

Select this icon on each page to return to the navigation area



Income Statement

Review the income insights of your business

Select a Year to Analyze

2015

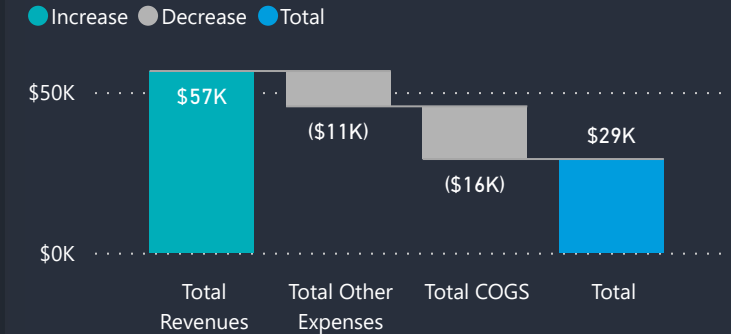
2016

2017

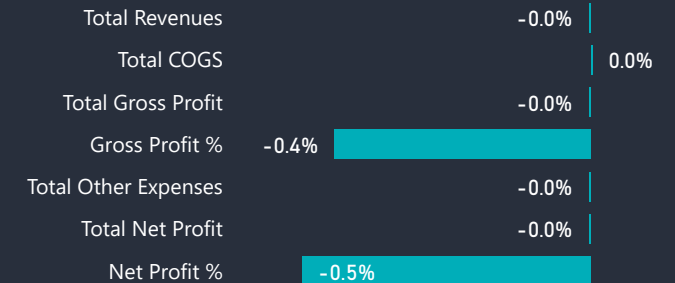
2018

▼	Summary	Selected Year Actuals	Previous Year Actuals	TY vs PY Actuals	TY vs PY Actuals %
	Net Profit %	51.55%	52.04%		-0.5%
	Total Net Profit	\$29,159.01	\$29,628.37	(\$469.36)	-0.0%
	Total Other Expenses	(\$10,998.25)	(\$11,037.13)	\$38.88	-0.0%
	Gross Profit %	70.99%	71.43%		-0.4%
	Total Gross Profit	\$40,157.26	\$40,665.50	(\$508.24)	-0.0%
	Total COGS	(\$16,409.45)	(\$16,264.34)	(\$145.11)	0.0%
	Total Revenues	\$56,566.71	\$56,929.84	(\$363.13)	-0.0%
	Workers Comp - Const.Admin	(\$31.64)	(\$31.23)	(\$0.41)	-1.3%
	Wholesale	\$31,002.15	\$31,047.37	(\$45.21)	-0.1%
	Utilities - Office	(\$47.32)	(\$44.08)	(\$3.24)	-7.4%
	Truck Lease Maintenance	(\$47.86)	(\$52.12)	\$4.26	8.2%
	Truck Lease Interest (ENT)	(\$28.06)	(\$30.62)	\$2.57	8.4%
	Truck Lease Insurance	(\$57.11)	(\$59.92)	\$2.81	4.7%
	Training Travel Expenses	(\$99.46)	(\$113.94)	\$14.49	12.7%
	Telecommunications	(\$84.07)	(\$79.00)	(\$5.08)	-6.4%
	Telecomm - Broadband	(\$26.02)	(\$25.13)	(\$0.88)	-3.5%
	T&E - Meals & Entertainment	(\$60.01)	(\$65.83)	\$5.82	8.8%
	T&E - Lodging	(\$15.29)	(\$16.86)	\$1.57	9.3%
	T&E - Airfare	(\$0.63)	(\$0.61)	(\$0.03)	-4.1%
	Sweepstakes Contributions	(\$11.21)	(\$10.50)	(\$0.71)	-6.8%
	SPU Training	(\$113.78)	(\$121.53)	\$7.74	6.4%
	Software Expense	(\$17.97)	(\$18.37)	\$0.40	2.2%
	Showroom Amortization	(\$76.85)	(\$88.89)	\$12.04	13.5%
	Share Of Corporate Overhead	(\$1,998.70)	(\$2,002.76)	\$4.06	0.2%
	Sealer Material	(\$89.04)	(\$89.36)	\$0.32	0.4%
	Sales - Fleet Depreciation	(\$73.99)	(\$83.90)	\$9.90	11.8%
	Rental Yard/Storage	(\$6.20)	(\$6.72)	\$0.52	7.7%
	Rent/Lease Office Equipment	(\$32.46)	(\$36.67)	\$4.21	11.5%
	Rent - Office	(\$406.45)	(\$448.75)	\$42.30	9.4%
	Recruiting	(\$184.69)	(\$191.33)	\$6.64	3.5%
	Quality Assurance	(\$8.58)	(\$9.13)	\$0.55	6.0%
	Professional Fees - Legal	(\$1.65)	(\$1.51)	(\$0.13)	-8.7%
	Printing	(\$42.74)	(\$42.17)	(\$0.57)	-1.4%
	Payroll-Admin/Accounting	(\$48.74)	(\$52.60)	\$3.86	7.3%
	Payroll Sales	(\$323.84)	(\$374.76)	\$50.92	13.6%
	Payroll - Construction Admin	(\$1,730.91)	(\$1,639.02)	(\$91.89)	-5.6%
	P/R Taxes Sales/Admin	(\$49.77)	(\$55.76)	\$6.00	10.8%
	P/R Taxes - Construction Admin	(\$135.72)	(\$143.62)	\$7.91	5.5%
	P/R - 401M Expense	(\$25.72)	(\$27.77)	\$2.05	7.4%
	Office Supplies	(\$81.82)	(\$85.20)	\$3.38	4.0%
	Office Security	(\$3.05)	(\$3.16)	\$0.12	3.6%
	Office Apparel	(\$16.13)	(\$17.22)	\$1.10	6.4%
	Miscellaneous Const. Expenses	(\$21.97)	(\$22.53)	\$0.56	2.5%
	Liability Insurance	(\$70.26)	(\$91.17)	\$20.91	22.9%
	Insurance-Workers Comp	(\$74.51)	(\$76.45)	\$1.94	2.5%

Selected Year Actuals by Items - Normalized

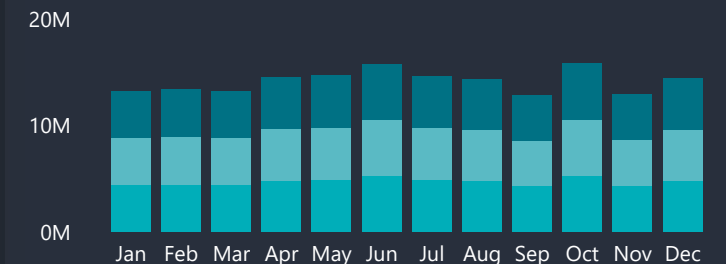


TY vs PY Actuals % by Summary



Revenues by Short Month and Channel

Channel ● Distributor ● Export ● Wholesale



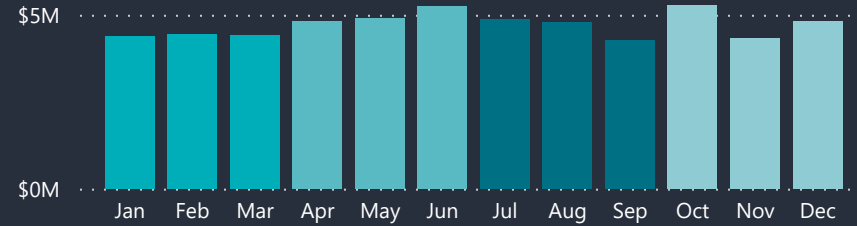


Financial Details

Review the financial insights of your business

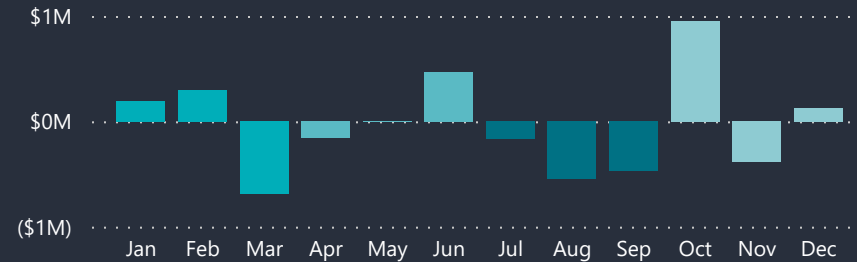
Total Sales by Short Month and Quarter

Quarter ● Q1 ● Q2 ● Q3 ● Q4



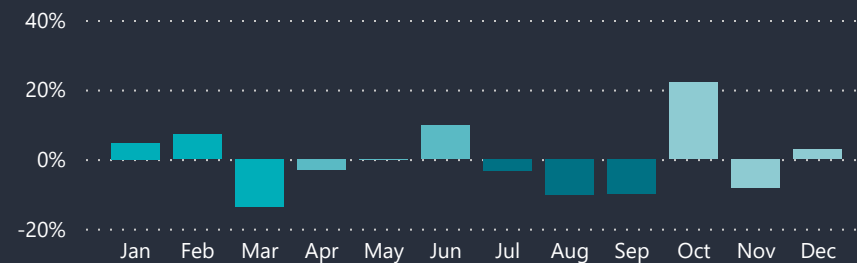
Sales TY vs LY by Short Month and Quarter

Quarter ● Q1 ● Q2 ● Q3 ● Q4



% Change to LY by Short Month and Quarter

Quarter ● Q1 ● Q2 ● Q3 ● Q4



Select what details to analyze

Actuals

vs Last Year

% to Revenue

Select a Year to Analyze

2015

2016

2017

2018

	Summary	Q1	Q2	Q3	Q4	Annual Totals
Distributor		(\$76.95)	(\$253.00)	(\$347.77)	(\$31.66)	(\$709.38)
Export		(\$69.45)	\$268.25	\$221.39	(\$28.73)	\$391.46
Wholesale		(\$52.17)	\$300.28	(\$1,050.87)	\$757.55	(\$45.21)
Total Revenues		(\$198.57)	\$315.53	(\$1,177.25)	\$697.16	(\$363.13)
COS - Commissions		\$20.16	\$41.01	\$58.59	(\$44.15)	\$75.61
COS - Equipment		\$6.98	\$3.43	(\$0.65)	(\$2.05)	\$7.71
COS - Labor Burden		(\$1.77)	(\$1.90)	(\$4.43)	(\$5.62)	(\$13.71)
COS - Materials		\$49.99	\$38.30	\$43.43	\$70.41	\$202.13
COS - Other Costs		\$23.11	\$12.88	(\$3.41)	(\$9.20)	\$23.38
COS - Prize Fund		\$7.64	\$7.32	\$8.39	(\$0.87)	\$22.48
COS - Prize Fund Constr.		(\$9.77)	(\$15.73)	(\$26.12)	(\$21.06)	(\$72.67)
COS - Referral Fund		\$3.20	\$2.91	\$2.69	\$1.11	\$9.91
COS - Repair Fund		\$7.01	\$5.43	\$1.41	(\$3.26)	\$10.59
COS - Subcontractors		(\$137.14)	(\$233.53)	(\$66.11)	\$26.24	(\$410.53)
Total COGS		(\$30.59)	(\$139.87)	\$13.80	\$11.56	(\$145.11)
Total Gross Profit		(\$229.17)	\$175.66	(\$1,163.45)	\$708.72	(\$508.24)
Gross Profit %						
Depreciation Expense		\$1.55	\$1.27	\$2.34	\$1.93	\$7.09
Sales - Fleet Depreciation		\$2.53	\$3.09	\$2.35	\$1.93	\$9.90
Education		\$0.02	\$0.04	\$0.31	\$0.89	\$1.26
Sealer Material		(\$0.36)	(\$0.20)	\$0.79	\$0.09	\$0.32
Fuel Expense - Const.Admin		\$1.05	\$1.11	(\$0.11)	\$0.58	\$2.64
Insurance - Auto/Property		\$0.03	\$0.04	\$0.06	\$0.14	\$0.26
Insurance - Health		\$0.76	(\$1.89)	(\$5.62)	(\$9.15)	(\$15.89)
Insurance - Liability/Umbrella		\$0.04	\$0.12	\$0.15	\$0.15	\$0.46
Insurance - Life		(\$0.02)	(\$0.03)	(\$0.02)	(\$0.04)	(\$0.11)
Insurance-Workers Comp		(\$1.60)	\$0.73	\$0.36	\$2.45	\$1.94
Liability Insurance		\$6.01	\$4.78	\$5.70	\$4.42	\$20.91
Canvassing		\$36.09	\$29.82	\$26.44	\$23.24	\$115.57
Co-op Advertising fee		\$10.45	\$7.28	\$10.58	\$0.85	\$29.16
Direct Advertising Expense		(\$26.60)	(\$78.22)	(\$48.10)	(\$19.18)	(\$172.10)
Home Show Branch Directed		\$0.40	\$2.06	\$2.36	\$1.69	\$6.50
Sweepstakes Contributions		\$0.19	(\$0.17)	(\$0.36)	(\$0.37)	(\$0.71)
Delivery / Postage		\$0.11	\$0.24	\$0.23	(\$0.01)	\$0.57
Office Apparel		\$0.12	\$0.12	\$0.55	\$0.30	\$1.10
Office Security		\$0.05	\$0.07	\$0.03	(\$0.03)	\$0.12
Office Supplies		\$0.34	\$1.56	\$0.58	\$0.90	\$3.38
Printing		\$0.25	\$0.04	(\$0.30)	(\$0.55)	(\$0.57)
Utilities - Office		\$0.08	(\$1.25)	(\$1.57)	(\$0.50)	(\$3.24)
Auto Expense - Tolls/Parking		\$0.23	\$0.69	\$0.86	\$0.92	\$2.70
Expense re-imbursement		\$1.97	\$2.27	\$6.17	\$3.47	\$13.87
Inactive Job Costs		(\$1.95)	(\$6.10)	(\$21.12)	(\$20.04)	(\$49.21)



Balance Sheet

Review the balance insights of your business

Select a Year to Analyze

2015

2016

2017

2018

Balance Sheet Items

2017

Assets

Current Assets

Cash	\$11,877
Accounts receivable	\$4,218
Inventory	\$2,148
Prepaid expenses	\$357
Short-term investments	\$257

Total current assets \$18,857

Fixed (Long-Term) Assets

Long-term investments	\$1,211
Property, plant, and equipment (Less accumulated depreciation)	\$15,343
Intangible assets	(\$2,197)
	\$2,218

Total fixed assets \$16,575

Other Assets

Deferred income tax	\$392
Other	\$444

Total Other Assets \$464

Total Assets

\$35,896

Liabilities and Owner's Equity

Current Liabilities

Accounts payable	\$8,063
Short-term loans	\$203
Income taxes payable	\$3,148
Accrued salaries and wages	\$53
Unearned revenue	\$336
Current portion of long-term debt	\$3

Total current liabilities \$11,806

Long-Term Liabilities

Long-term debt	\$3,453
Deferred income tax	\$392
Other	\$444

Total long-term liabilities \$3,822

Owner's Equity

Balance Sheet Items

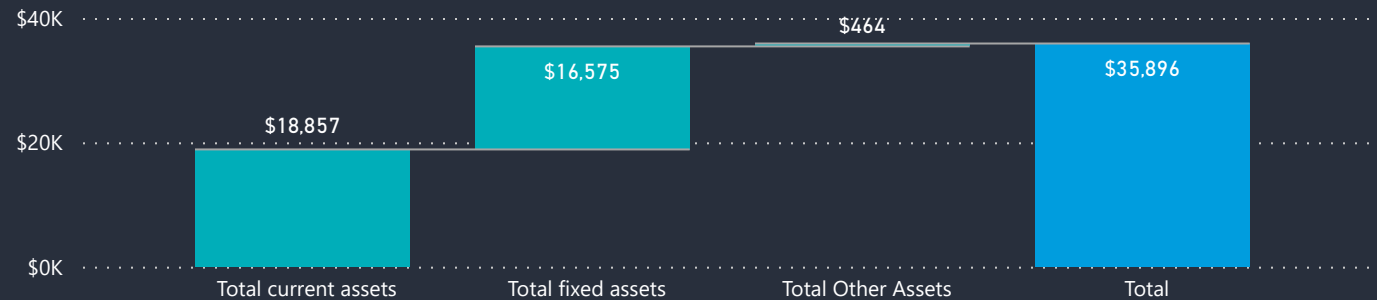
2017

Common Financial Ratios

Debt Ratio (Total Liabilities / Total Assets)	0.44
Current Ratio (Current Assets / Current Liabilities)	0.44
Working Capital (Current Assets - Current Liabilities)	7051
Assets-to-Equity Ratio (Total Assets / Owner's Equity)	3.10
Debt-to-Equity Ratio (Total Liabilities / Owner's Equity)	1.35

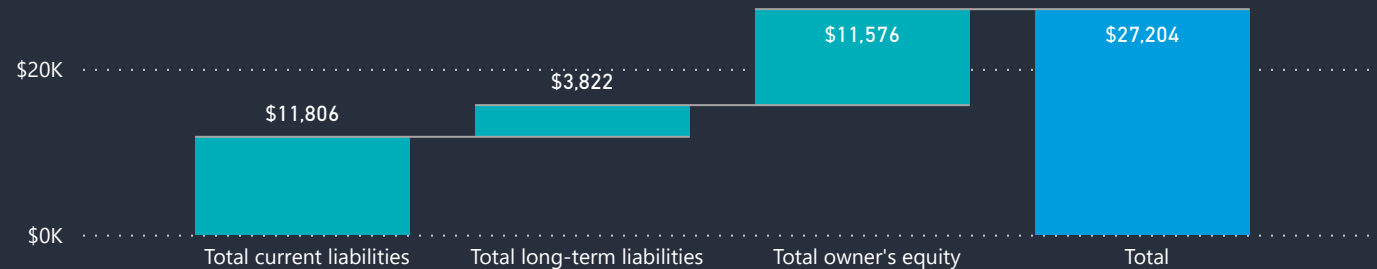
Total Assets

● Increase ● Decrease ● Total



Total Liabilities & Owner's Equity

● Increase ● Decrease ● Total





Cash Flow Statement

Review the cash flow insights of your business

Select a Year to Analyze

2015

2016

2017

2018

Cash Flow Items	2015	2016	2017	2018
Operations				
Cash receipts from customers	\$797,180	\$916,757	\$1,054,271	\$1,212,411
Cash paid for				
Inventory purchases	\$303,600	\$349,140	\$401,511	\$461,738
General operating expenses	\$128,800	\$148,120	\$170,338	\$195,889
Wage expenses	\$141,450	\$162,668	\$187,068	\$215,128
Interest	\$15,525	\$17,854	\$20,532	\$23,612
Income taxes	\$37,720	\$43,378	\$49,885	\$57,367
Net Cash Flow from Operations	\$170,085	\$195,598	\$224,937	\$258,678
Investing Activities				
Cash receipts from				
Sale of property and equipment	\$38,640	\$44,436	\$51,101	\$58,767
Collection of principal on loans	\$0	\$0	\$0	\$0
Sale of investment securities	\$0	\$0	\$0	\$0
Cash paid for				
Purchase of property and equipment	(\$86,250)	(\$99,188)	(\$114,066)	(\$131,175)
Making loans to other entities	\$0	\$0	\$0	\$0
Purchase of investment securities	\$0	\$0	\$0	\$0
Net Cash Flow from Investing Activities	\$86,250	\$99,188	\$114,066	\$131,175
Financing Activities				
Cash receipts from				
Issuance of stock	\$23,000	\$26,450	\$30,417	\$34,980
Borrowing	\$40,250	\$46,288	\$53,231	\$61,215
Cash paid for				
Repurchase of stock (treasury stock)	\$0	\$0	\$0	\$0
Repayment of loans	(\$39,100)	(\$44,965)	(\$51,710)	(\$59,466)
Dividends	(\$60,950)	(\$70,093)	(\$80,606)	(\$92,697)
Net Cash Flow from Financing Activities	\$163,300	\$187,795	\$215,964	\$248,359
Net Increase in Cash	\$419,635	\$482,580	\$554,967	\$638,212
Cash at Beginning of Year	\$18,055	\$20,763	\$23,878	\$27,459
Cash at End of Year	(\$401,580)	(\$461,817)	(\$531,090)	(\$610,753)

Cash Flow Items	2015	2016	2017	2018
Net Cash Flow from Operations	\$170,085	\$195,598	\$224,937	\$258,678
Net Cash Flow from Investing Activities	\$86,250	\$99,188	\$114,066	\$131,175
Net Cash Flow from Financing Activities	\$163,300	\$187,795	\$215,964	\$248,359
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Cash at End of Year	(\$401,580)	(\$461,817)	(\$531,090)	(\$610,753)

Absolute C/F Values by Cash Flow Sub Category

\$916,757

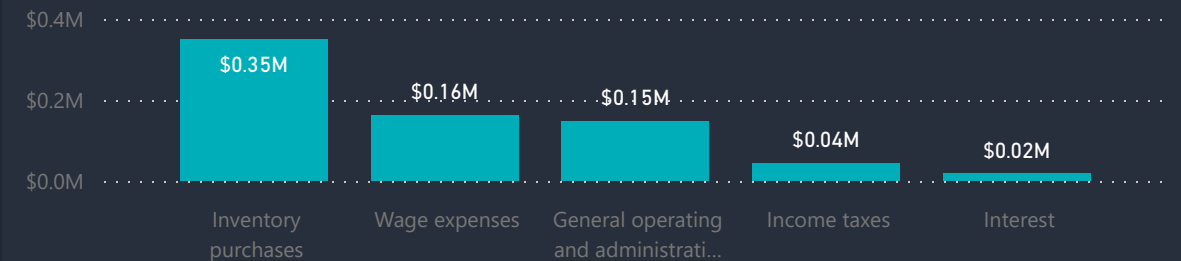
Absolute C/F Values by Cash Flow Sub Category

\$44,436

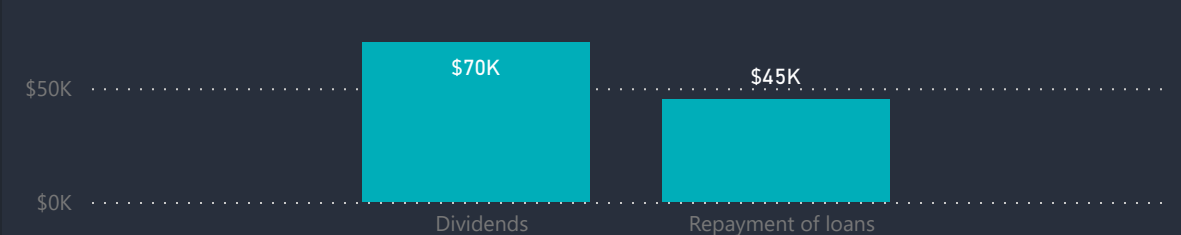
Absolute C/F Values by Cash Flow Sub Category

\$99,188

Absolute C/F Values by Cash Flow Sub Category



Absolute C/F Values by Cash Flow Sub Category





Aged Trial Balance

Review the aged trial balance of your business

Current base date selected for reconciliation - 10/5/2018

Customer Name

All

Select a Date to Analyze

10/5/2018

12/31/2018

Customer Names	Invoice Number	Due Date	Age 1 - 30 Days	Age 31 - 60 Days	Age 61 - 90 Days	Age 90+ Days
☐ Accord Group	☐ Inv00607	3/14/2019				\$9,925
	☐ Inv01486	11/4/2018	\$2,422			
☐ Accudial Company	☐ Inv01667	3/3/2019				\$7,239
	☐ Inv00423	1/1/2019			\$10,622	
☐ Actavis Company	☐ Inv01837	4/24/2019				\$9,202
	☐ Inv00353	12/4/2018		\$1,597		
☐ Aibox Company	☐ Inv01247	4/24/2019				\$8,790
	☐ Inv01751	11/1/2018	\$3,698			
	☐ Inv02599	12/2/2018		\$7,408		
	☐ Inv02824	10/17/2018	\$6,809			
☐ Aimbo Corp	☐ Inv00472	3/23/2019				\$1,579
	☐ Inv00608	11/14/2018		\$4,964		
	☐ Inv00801	4/24/2019				\$4,459
	☐ Inv01302	10/28/2018	\$5,036			
	☐ Inv01511	5/8/2019				\$3,973
	☐ Inv01931	11/27/2018		\$7,672		
☐ Aldi Ltd	☐ Inv01943	3/6/2019				\$3,888
	☐ Inv02162	12/2/2018		\$7,588		
	☐ Inv02805	1/10/2019				\$6,270
	☐ Inv01075	4/16/2019				\$4,433
	☐ Inv01494	12/21/2018		\$9,577		
	☐ Inv02021	7/16/2019				\$5,896
☐ Alembic Ltd	☐ Inv02661	2/4/2019				\$10,390
	☐ Inv02723	12/7/2018		\$3,488		
	☐ Inv00205	1/4/2019				\$9,085
	☐ Inv00241	11/23/2018		\$5,180		
	☐ Inv01389	12/11/2018			\$3,324	
	☐ Inv01639	2/3/2019				\$3,671
☐ ALK-Abello Ltd	☐ Inv01672	11/18/2018		\$7,936		
	☐ Inv00194	6/11/2019				\$8,197
☐ American Corp	☐ Inv01607	11/15/2018		\$9,539		
	☐ Inv00052	3/8/2019				\$9,410
☐ American Corp	☐ Inv00628	11/11/2018		\$10,238		
	☐ Inv01319	10/10/2018	\$5,049			
	☐ Inv00135	10/6/2018	\$1,689			
	☐ Inv01587	10/26/2018	\$5,911			
	☐ Inv02236	11/3/2018	\$6,905			

Groups Receivables Per Group

Age 1 - 30 Days	\$801,268
Age 31 - 60 Days	\$720,660
Age 61 - 90 Days	\$577,787
Age 90+ Days	\$2,427,704

OUTSTANDING
INVOICES 743

INVOICES
VALUE \$4.51M

Customer Names	Invoice Number	Due Date	Days Left	Invoice Values
The Ltd	Inv00276	8/14/2019	313	\$4,048
Lazzy Group	Inv00209	8/8/2019	307	\$7,709
Muxo Group	Inv00062	8/8/2019	307	\$2,563
Tekfly Group	Inv00695	8/4/2019	303	\$8,140
Z.H.T. Group	Inv01176	8/4/2019	303	\$4,327
NARS Group	Inv00251	7/31/2019	299	\$3,988
Skajo Ltd	Inv01573	7/31/2019	299	\$5,883
Cogidoo Company	Inv00094	7/30/2019	298	\$4,559
Twitterbri Ltd	Inv00476	7/30/2019	298	\$2,621
Mylan Corp	Inv02585	7/26/2019	294	\$3,447
Shuffledri Group	Inv00955	7/24/2019	292	\$9,949
Vitz Company	Inv00061	7/23/2019	291	\$4,969
Fivechat Company	Inv01087	7/22/2019	290	\$2,809
Kare Corp	Inv01530	7/22/2019	290	\$8,187
Oozz Group	Inv00731	7/21/2019	289	\$10,588
Z.H.T. Group	Inv00984	7/19/2019	287	\$3,105
Aimbo Corp	Inv02021	7/16/2019	284	\$5,896
Organon Corp	Inv02094	7/15/2019	283	\$9,314
Mycone Ltd	Inv00710	7/12/2019	280	\$4,489
SUPERVALU Ltd	Inv02700	7/11/2019	279	\$4,926
Kazu Corp	Inv01569	7/10/2019	278	\$5,765
Oozz Group	Inv00467	7/10/2019	278	\$3,949
Pfizer Corp	Inv02716	7/10/2019	278	\$7,099
BB17 Company	Inv00479	7/9/2019	277	\$4,036
Twinte Group	Inv02664	7/9/2019	277	\$4,336
Tekfly Group	Inv02050	7/7/2019	275	\$9,040
Deseret Group	Inv01355	7/6/2019	274	\$3,722
NCS Group	Inv00859	7/6/2019	274	\$6,908
Realbridge Corp	Inv02573	7/4/2019	272	\$7,291
Janvx Group	Inv02687	7/1/2019	269	\$9,321
Total				



Revenue Insights

Review the revenue insights of your business

Total Sales

\$3.2M

Total Profits

\$1.2M

Profit Margin

37%

Territory

Multiple selections

Channel

Multiple selections

Product Groups

Top Products

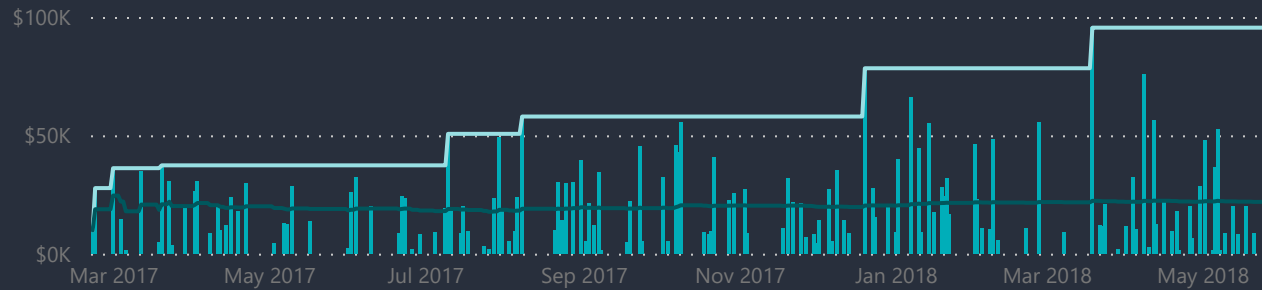
Select a Date to Analyze

2/20/2017

5/28/2018

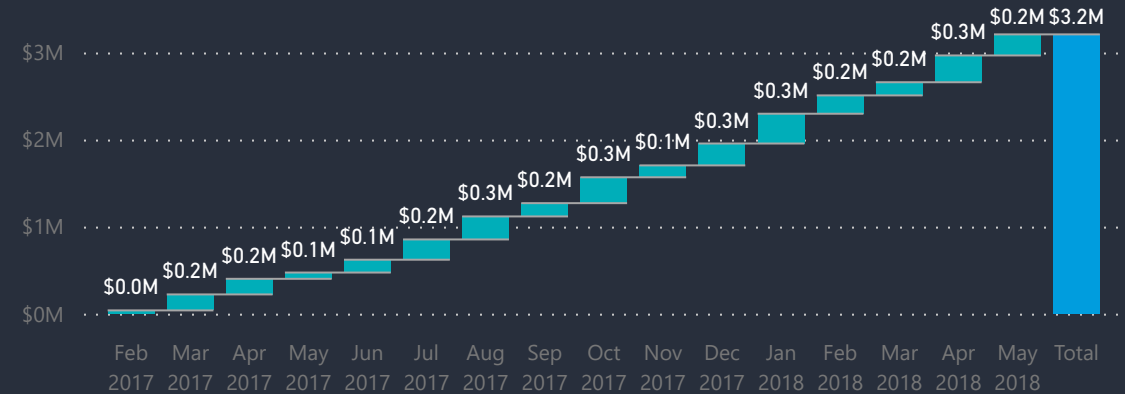
Total Sales, Previous Highest Sale and Rolling Average Sale by Date

Total Sales Previous Highest Sale Rolling Average Sale



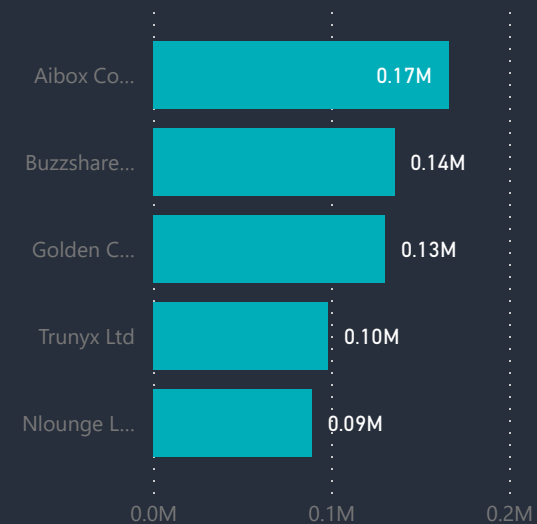
Total Sales by Month & Year

Increase Decrease Total



Date	City	Territory	Product	Customer Names	Total Sales	Profit Margin
2/21/2017	Dubbo	New South Wales	Product 26	Topiczoom Corp	\$9,828.90	26%
2/22/2017	Victor Harbor	South Australia	Product 25	Vimbo Company	\$27,704.50	56%
3/1/2017	Coffs Harbour	New South Wales	Product 25	Golden Corp	\$36,119.70	42%
3/4/2017	Gladstone	South Australia	Product 25	ALK-Abello Ltd	\$14,472.00	45%
3/6/2017	Port Augusta	South Australia	Product 26	Muxo Group	\$1,340.00	39%
3/12/2017	Albury	New South Wales	Product 14	Eayo Company	\$34,933.80	27%
3/19/2017	Queanbeyan	New South Wales	Product 14	General Company	\$5,058.50	44%
3/20/2017	Coffs Harbour	New South Wales	Product 14	ALK-Abello Ltd	\$37,319.00	21%
3/23/2017	Port Lincoln	South Australia	Product 25	Accudial Company	\$30,686.00	31%
3/24/2017	Dubbo	New South Wales	Product 13	Vinte Group	\$1,005.00	43%
3/24/2017	Sydney	New South Wales	Product 25	Mydeo Ltd	\$2,653.20	52%
3/29/2017	Port Pirie	South Australia	Product 26	Topco Company	\$19,972.70	19%
4/2/2017	Broken Hill	New South Wales	Product 13	Nexus Group	\$26,465.00	29%
4/3/2017	Lake Macquarie	New South Wales	Product 14	Bluezoom Group	\$30,659.20	21%
4/8/2017	Adelaide	South Australia	Product 26	Skippad Ltd	\$8,522.40	60%
4/11/2017	Wyong	New South Wales	Product 26	Skippad Ltd	\$20,059.80	41%
4/12/2017	Grafton	New South Wales	Product 13	Kare Corp	\$9,862.40	60%
4/14/2017	Maitland	New South Wales	Product 14	US Ltd	\$12,086.80	60%
4/16/2017	Gosford	New South Wales	Product 26	GOOD Ltd	\$17,219.00	55%
4/16/2017	Port Macquarie	New South Wales	Product 14	Pacific Ltd	\$6,552.60	31%
4/19/2017	Whyalla	South Australia	Product 25	Z.H.T. Group	\$18,056.50	17%

Top 5 Customers by Customer Names



Top 5 Cities by City

