

Scrubbed Reporting - Southcott Threads LLC

Management Report

2018-11-30

Contents

| | |
|---------------|---|
| BudgetSummary | 1 |
| TrialBalance | 2 |
| BalanceSheet | 3 |
| ProfitAndLost | 4 |

| | Jun 2018 | Jul 2018 | Aug 2018 | Sep 2018 | Oct 2018 | Nov 2018 | YTD |
|--|----------|----------|----------|----------|----------|----------|-----|
| Assets | | | | | | | |
| Accounts Receivable (A/R) (120) | | | | | | | |
| Accumulated Depreciation (154) | | | | | | | |
| Amex (108) | | | | | | | |
| Cash on hand (106) | | | | | | | |
| Checking (6426) (107) | | | | | | | |
| Finished Product - Dear (141) | | | | | | | |
| Finished Product - DEAR (DEAR) (92) | | | | | | | |
| Furniture and Fixtures (153) | | | | | | | |
| Inventory Asset (DEAR) (60) | | | | | | | |
| Raw Material (142) | | | | | | | |
| Raw Material (DEAR) (90) | | | | | | | |
| Security Deposits (131) | | | | | | | |
| Undeposited Funds (DEAR) (4) | | | | | | | |
| USD PayPal (104) | | | | | | | |
| Vendor Credit (113) | | | | | | | |
| Venmo (xxxx) | | | | | | | |
| Work in Process (WIP) (DEAR) (116) | | | | | | | |
| Accounts Receivable Clearing (121) | | | | | | | |
| Equity | | | | | | | |
| Amy Graham (301) | | | | | | | |
| Opening Balance Equity (302) | | | | | | | |
| Retained Earnings (320) | | | | | | | |
| Expenses | | | | | | | |
| Accounting (625) | | | | | | | |
| Bad Debts (690) | | | | | | | |
| Bank Charges (626) | | | | | | | |
| Charitable Donation (601) | | | | | | | |
| Commissions (602) | | | | | | | |
| Computer and Internet (627) | | | | | | | |
| Consulting (629) | | | | | | | |
| Cost of Goods Sold (500) | | | | | | | |
| Cost of Goods Sold - DEAR (501) | | | | | | | |
| Cost of Goods Sold - Variance (513) | | | | | | | |
| Depreciation (700) | | | | | | | |
| Dues and Subscriptions (676) | | | | | | | |
| Freight In (606) | | | | | | | |
| Freight Out (504) | | | | | | | |
| Gifts (607) | | | | | | | |
| Insurance (634) | | | | | | | |
| Inventory Shrinkage - DEAR (DEAR) (84) | | | | | | | |
| Legal and Professional Fees (630) | | | | | | | |
| Marketing (610) | | | | | | | |
| Meals and Entertainment (611) | | | | | | | |
| Miscellaneous (701) | | | | | | | |
| Office Supplies (631) | | | | | | | |
| Other General and Admin Expenses (628) | | | | | | | |
| Payment Difference | | | | | | | |

(722)
PayPal Fees (615)
Product
Development
(DEAR) (97)
Production (DEAR)
(98)
Promotional (617)
Purchase Discounts
(514)
Rent Expense (687)
Repair and
Maintenance (664)
Shopify fees (618)
Show Fees (619)
Software
Subscription (621)
Stationery and
Printing (656)
Subcontractors
(623)
Supplies &
Materials - COGS
(512)
Supplies and
Materials - COGS
(DEAR) (32)
Suspense (721)
Taxes (674)
Telephone (689)
Travel (684)
Travel Meals (685)
Utilities (644)
Wages (686)
Website (683)
Liabilities
Accounts Payable
(A/P) (200)
Amex (DEAR) (99)
Customer Credit
Clearing (103)
Customer Credits
(DEAR) (125)
Customer Credits
Outstanding - DEAR
(201)
Notes Payable
(203)
Sales Tax (220)
Texas Comptroller
of Public Accounts
(222)
Federal Taxes
(941/944) (217)
Federal
Unemployment
(940) (218)
TX Unemployment
Tax (219)
Revenue
Other Ordinary
Income (471)
Sales (400)
Sales (DEAR) (1)
Sales of Product
Income - DEAR
(408)
Sales of Product
Income - DEAR
(DEAR) (58)

Scrubbed Reporting - Southcott Threads LLC
Balance Sheet
as of November 2018

| | Jun 2018 | Jul 2018 | Aug 2018 | Sep 2018 | Oct 2018 | Nov 2018 |
|--|----------------|----------------|----------------|----------------|----------------|----------------|
| Assets | | | | | | |
| Current Assets | | | | | | |
| Cash | | | | | | |
| Cash on hand | 37 | 157 | 157 | 437 | 557 | 557 |
| Checking (6426) | 135,742 | 98,343 | 100,031 | 49,085 | 164,093 | 178,606 |
| USD PayPal | 914 | 2,711 | 2,019 | 8,167 | -1,364 | 7,342 |
| Venmo | 309 | 0 | 724 | 0 | 197 | 197 |
| Total Cash | 137,002 | 101,211 | 102,931 | 57,688 | 166,210 | 186,702 |
| Accounts Receivable | 36,318 | 36,742 | 60,618 | 61,420 | 34,533 | 24,190 |
| Inventories | | | | | | |
| Finished Product | 130,479 | 156,614 | 131,682 | 123,090 | 126,832 | 127,586 |
| Raw Material | 50,421 | 44,072 | 31,161 | 47,765 | 54,422 | 59,073 |
| Work in Process (WIP) | 2,562 | 30 | 4,511 | 8,305 | 11,220 | 8,202 |
| Total Inventories | 183,461 | 200,717 | 167,354 | 179,160 | 192,474 | 194,862 |
| Other Current Assets | | | | | | |
| Undeposited Funds (DEAR) | 1,237 | 4,329 | 3,799 | 1,385 | 9,265 | 12,360 |
| Vendor Credit | 1,021 | 1,021 | 1,021 | 1,021 | 1,021 | 1,021 |
| Total Other Current Assets | 2,258 | 5,350 | 4,820 | 2,406 | 10,286 | 13,381 |
| Total Current Assets | 359,038 | 344,020 | 335,722 | 300,675 | 400,775 | 419,134 |
| Non-current Assets | | | | | | |
| Property, Plant and Equipment | | | | | | |
| Furniture and Fixtures | 4,983 | 4,983 | 4,983 | 4,983 | 4,983 | 4,983 |
| Accumulated Depreciation | -1,326 | -1,375 | -1,424 | -1,473 | -1,522 | -1,522 |
| Net Property, Plant and Equipment | 3,608 | 3,608 | 3,559 | 3,509 | 3,460 | 3,460 |
| Security Deposits | 1,748 | 1,748 | 1,748 | 1,748 | 1,748 | 1,748 |
| Total Non-current Assets | 5,405 | 5,356 | 5,307 | 5,258 | 5,209 | 5,209 |
| Total Assets | 364,444 | 349,377 | 341,029 | 305,933 | 405,984 | 424,342 |
| Liabilities and Equity | | | | | | |
| Liabilities | | | | | | |
| Current Liabilities | | | | | | |
| Accounts Payable (A/P) | 1,919 | 16,568 | 16,002 | 12,968 | 34,138 | 44,245 |
| Amex | 43,864 | 34,167 | 53,010 | 63,825 | 80,295 | 80,295 |
| Customer Credits | 3,357 | 2,821 | 3,378 | 2,150 | -983 | -1,028 |
| Outstanding Taxes Liabilities | 3,829 | 3,768 | 2,025 | 1,773 | 2,087 | 2,293 |
| Total Current Liabilities | 52,970 | 57,324 | 74,415 | 80,716 | 115,537 | 125,805 |
| Total Liabilities | 52,970 | 57,324 | 74,415 | 80,716 | 115,537 | 125,805 |
| Equity | | | | | | |
| Amy Graham | 198,193 | 186,193 | 186,170 | 185,682 | 285,662 | 285,662 |
| Current Year Earnings | 29,125 | 21,703 | -3,712 | -44,622 | -79,371 | -71,281 |
| Retained Earnings | 84,156 | 84,156 | 84,156 | 84,156 | 84,156 | 84,156 |
| Total Equity | 311,474 | 292,052 | 266,615 | 225,216 | 290,447 | 298,537 |
| Total Liabilities and Equity | 364,444 | 349,377 | 341,029 | 305,933 | 405,984 | 424,342 |

Budget Summary

| Account | Nov-18 | Dec-18 | Jan-19 | Feb-19 | Mar-19 | Apr-19 | May-19 | Jun-19 | Jul-19 | Aug-19 | Sep-19 | Oct-19 |
|--------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| Gross Profit | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Gross Profit | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Total | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Expenses | | | | | | | | | | | | |
| Total | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Expenses | | | | | | | | | | | | |
| Net Profit | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Net Profit | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |



Trial Balance

| Account Type | Account | Debit | Credit | YTD Debit | YTD Credit |
|--------------|------------------------|---------|----------|-----------|------------|
| Revenue | Other Ordinary | - | 0.00 | - | 272.04 |
| | Income (471) | | | | |
| Revenue | Sales (400) | - | 14663.90 | - | 663007.81 |
| Revenue | Sales (DEAR) (1) | - | 321.00 | - | 10024.30 |
| Revenue | Sales of Product | - | 1030.00 | - | 37591.25 |
| | Income - DEAR (408) | | | | |
| Revenue | Sales of Product | - | 0.00 | - | 8900.09 |
| | Income - DEAR | | | | |
| | (DEAR) (58) | | | | |
| Expenses | Accounting (625) | 0.00 | - | 11975.00 | - |
| Expenses | Bad Debts (690) | 12.99 | - | 836.03 | - |
| Expenses | Bank Charges (626) | 0.00 | - | 174.97 | - |
| Expenses | Charitable Donation | 0.00 | - | 678.00 | - |
| | (601) | | | | |
| Expenses | Commissions (602) | 0.00 | - | 57965.16 | - |
| Expenses | Computer and | 0.00 | - | 2384.99 | - |
| | Internet (627) | | | | |
| Expenses | Consulting (629) | 0.00 | - | 48225.00 | - |
| Expenses | Cost of Goods Sold | 0.00 | - | 153865.98 | - |
| | (500) | | | | |
| Expenses | Cost of Goods Sold - | 8922.86 | - | 133381.68 | - |
| | DEAR (501) | | | | |
| Expenses | Cost of Goods Sold - | 0.00 | - | 11347.13 | - |
| | Variance (513) | | | | |
| Expenses | Depreciation (700) | 0.00 | - | 491.30 | - |
| Expenses | Dues and | 0.00 | - | 3915.17 | - |
| | Subscriptions (676) | | | | |
| Expenses | Freight In (606) | - | 11.00 | - | 181.25 |
| Expenses | Freight Out (504) | 0.00 | - | 16387.39 | - |
| Expenses | Gifts (607) | 0.00 | - | 108.25 | - |
| Expenses | Insurance (634) | 0.00 | - | 1745.11 | - |
| Expenses | Inventory Shrinkage - | - | 132.23 | 15753.25 | - |
| | DEAR (DEAR) (84) | | | | |
| Expenses | Legal and | 0.00 | - | 1970.00 | - |
| | Professional Fees | | | | |
| | (630) | | | | |
| Expenses | Marketing (610) | 0.00 | - | 75654.33 | - |
| Expenses | Meals and | 0.00 | - | 4099.17 | - |
| | Entertainment (611) | | | | |
| Expenses | Miscellaneous (701) | 0.00 | - | 282.20 | - |
| Expenses | Office Supplies (631) | 0.00 | - | 9604.05 | - |
| Expenses | Other General and | 0.00 | - | 82.29 | - |
| | Admin Expenses | | | | |
| | (628) | | | | |
| Expenses | Payment Difference | 0.00 | - | 0.87 | - |
| | (722) | | | | |
| Expenses | PayPal Fees (615) | 191.59 | - | 14819.00 | - |
| Expenses | Product Development | 882.34 | - | 74588.64 | - |
| | (DEAR) (97) | | | | |
| Expenses | Production (DEAR) | - | 5249.60 | - | 5722.91 |
| | (98) | | | | |
| Expenses | Promotional (617) | 0.00 | - | 20045.25 | - |
| Expenses | Purchase Discounts | 0.00 | - | - | 8000.00 |
| | (514) | | | | |
| Expenses | Rent Expense (687) | 0.00 | - | 16483.17 | - |
| Expenses | Repair and | 0.00 | - | 124.49 | - |
| | Maintenance (664) | | | | |
| Expenses | Shopify fees (618) | 0.00 | - | 1945.94 | - |
| Expenses | Show Fees (619) | 0.00 | - | 32355.72 | - |
| Expenses | Software Subscription | 0.00 | - | 522.82 | - |
| | (621) | | | | |
| Expenses | Stationery and | 0.00 | - | 227.18 | - |
| | Printing (656) | | | | |
| Expenses | Subcontractors (623) | 0.00 | - | 16543.01 | - |
| Expenses | Supplies & Materials - | 0.00 | - | - | 5489.90 |
| | COGS (512) | | | | |

| | | | | | |
|-------------|--|----------|----------|------------|------------|
| Expenses | Supplies and Materials - COGS (DEAR) (32) | 0.00 | - | 5489.90 | - |
| Expenses | Suspense (721) | 0.00 | - | 54.44 | - |
| Expenses | Taxes (674) | 235.05 | - | 4865.16 | - |
| Expenses | Telephone (689) | 0.00 | - | 592.87 | - |
| Expenses | Travel (684) | 0.00 | - | 10042.42 | - |
| Expenses | Travel Meals (685) | 0.00 | - | 2653.43 | - |
| Expenses | Utilities (644) | 0.00 | - | 779.21 | - |
| Expenses | Wages (686) | 3072.50 | - | 53685.88 | - |
| Expenses | Website (683) | 0.00 | - | 3724.43 | - |
| Assets | Accounts Receivable (A/R) (120) | - | 10343.38 | 24189.66 | - |
| Assets | Accumulated Depreciation (154) | 0.00 | - | - | 1522.29 |
| Assets | Amex (108) | 0.00 | - | - | 67088.00 |
| Assets | Cash on hand (106) | 0.00 | - | 556.50 | - |
| Assets | Checking (6426) (107) | 14513.81 | - | 178606.34 | - |
| Assets | Finished Product - Dear (141) | 0.00 | - | 125428.78 | - |
| Assets | Finished Product - DEAR (DEAR) (92) | 931.47 | - | 29964.18 | - |
| Assets | Furniture and Fixtures (153) | 0.00 | - | 4982.63 | - |
| Assets | Inventory Asset (DEAR) (60) | - | 177.22 | - | 27806.71 |
| Assets | Raw Material (142) | 0.00 | - | 42335.00 | - |
| Assets | Raw Material (DEAR) (90) | 4650.94 | - | 16738.39 | - |
| Assets | Security Deposits (131) | 0.00 | - | 1748.46 | - |
| Assets | Undeposited Funds (DEAR) (4) | 3094.53 | - | 12359.74 | - |
| Assets | USD PayPal (104) | 8706.37 | - | 7342.20 | - |
| Assets | Vendor Credit (113) | 0.00 | - | 1021.11 | - |
| Assets | Venmo (xxxx) | 0.00 | - | 196.50 | - |
| Assets | Work in Process (WIP) (DEAR) (116) | - | 3017.85 | 8201.91 | - |
| Liabilities | Accounts Payable (A/P) (200) | - | 10107.26 | - | 44244.87 |
| Liabilities | Amex (DEAR) (99) | - | 0.00 | - | 13206.69 |
| Liabilities | Customer Credit Clearing (103) | - | 0.00 | - | 428.12 |
| Liabilities | Customer Credits (DEAR) (125) | - | 0.00 | - | 63.25 |
| Liabilities | Customer Credits Outstanding - DEAR (201) | 45.00 | - | 1519.00 | - |
| Liabilities | Notes Payable (203) | - | 0.00 | - | 30000.00 |
| Liabilities | Sales Tax (220) | - | 206.01 | - | 6928.83 |
| Liabilities | Texas Comptroller of Public Accounts (222) | - | 0.00 | 4635.73 | - |
| Equity | Amy Graham (301) | - | 0.00 | - | 257956.32 |
| Equity | Opening Balance Equity (302) | - | 0.00 | 2294.11 | - |
| Equity | Retained Earnings (320) | - | 0.00 | - | 84155.89 |
| | Total | 45259.45 | 45259.45 | 1272590.52 | 1272590.52 |

Balance Sheet

| Section | Account | Amount | YTD |
|---------------------------|------------------------------|-----------|------|
| Cash and Cash Equivalents | Cash on hand | 556.50 | 0.00 |
| Cash and Cash Equivalents | Checking (6426) | 178606.34 | 0.00 |
| Cash and Cash Equivalents | USD PayPal | 7342.20 | 0.00 |
| Cash and Cash Equivalents | Venmo | 196.50 | 0.00 |
| Inventories | Finished Product | 127586.25 | 0.00 |
| Inventories | Raw Material | 59073.39 | 0.00 |
| Inventories | Work in Process (WIP) | 8201.91 | 0.00 |
| Other Current Assets | Undeposited Funds (DEAR) | 12359.74 | 0.00 |
| Other Current Assets | Vendor Credit | 1021.11 | 0.00 |
| Non-Current Assets | Accumulated Depreciation | -1522.29 | 0.00 |
| Non-Current Assets | Furniture and Fixtures | 4982.63 | 0.00 |
| Non-Current Assets | Security Deposits | 1748.46 | 0.00 |
| Current Liabilities | Accounts Payable (A/P) | 44244.87 | 0.00 |
| Current Liabilities | Amex | 80294.69 | 0.00 |
| Current Liabilities | Customer Credits Outstanding | -1027.63 | 0.00 |
| Current Liabilities | Taxes Liabilities | 2293.10 | 0.00 |
| Equity | Amy Graham | 285662.21 | 0.00 |
| Equity | Current Year Earnings | -71280.73 | 0.00 |
| Equity | Retained Earnings | 84155.89 | 0.00 |

Profit and Lost

| Section | Account | Amount | YTD |
|-------------------------------------|---------------------|----------|-----|
| Revenue | Sales | 16014.90 | |
| Less Cost of Sales | Cost of Goods Sold | 8790.63 | |
| Less Cost of Sales | Production | -5260.60 | |
| General and Administrative expenses | Bad Debts | 12.99 | |
| General and Administrative expenses | Taxes | 235.05 | |
| General and Administrative expenses | Wages | 3072.50 | |
| Sales and Marketing expenses | PayPal Fees | 191.59 | |
| Sales and Marketing expenses | Product Development | 882.34 | |

