

# AIM Laboratories LLC

## Profit and Loss

January - December 2024

	TOTAL
Income	
Aim Lab - 2024 Income	
MI- Aim NuCo	204,906.13
Mi-Aim Raza Due	35,091.43
Misc Income-Other	34,245.40
<b>Total Aim Lab - 2024 Income</b>	<b>274,242.96</b>
Lab Testing Income	
D T C Income	5,831.03
Laboratory Services-In House Bi	51,135.43
Laboratory Services-Outside Bil	144,226.69
<b>Total Lab Testing Income</b>	<b>201,193.15</b>
Refunds	-0.50
Service income	1,629.47
<b>Total Income</b>	<b>\$477,065.08</b>
Cost of Goods Sold	
1099 Non-Employees-Contractors	46,037.91
Billing System-Outside Services	24,483.95
Commission expense	17,584.88
Computer Services & Equipment	
3rd Party Services	3,750.00
Computer Interface	2,591.79
Computer Software	5,114.85
<b>Total Computer Services &amp; Equipment</b>	<b>11,456.64</b>
cost of services	37,233.09
Equipment Rental	
Tox	59,415.51
<b>Total Equipment Rental</b>	<b>59,415.51</b>
Lab Reagents	
Clinical	2,463.65
PCR-Molecular	331.60
Tox	1,533.00
<b>Total Lab Reagents</b>	<b>4,328.25</b>
Laboratory Supplies	
Clinical	37,243.22
Tox	8,099.15
<b>Total Laboratory Supplies</b>	<b>45,342.37</b>
Lease Direct Equipment	5,415.51
Medical Courier Fees	2,000.00
MO Community-Based Testing	
Reagents & Supplies	4,203.90
<b>Total MO Community-Based Testing</b>	<b>4,203.90</b>

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Operations Cost of Serv-NUCO	
Auto Expense	10,589.22
Meals & Entertainment	3,055.29
Office Expense	13,643.98
Operating Supplies	5,443.08
Telephone (cell phone)	2,317.02
Travel Expense	11,858.92
<b>Total Operations Cost of Serv-NUCO</b>	<b>46,907.51</b>
Payroll Expense	
Payroll Expense Original AIM	
Accession	5,935.10
Administration	44,557.45
Clinical	6,731.25
Drivers	1,628.00
Payroll-Bonus	3,476.32
PCR Lab	13,609.50
Phlebotomist	39,152.17
Sales	30,311.33
Toxicology	10,008.75
<b>Total Payroll Expense Original AIM</b>	<b>155,409.87</b>
Payroll-NuCo	44,617.03
Administration	28,273.08
PCR Lab	16,475.68
Toxicology Lab	13,500.00
<b>Total Payroll-NuCo</b>	<b>102,865.79</b>
<b>Total Payroll Expense</b>	<b>258,275.66</b>
Payroll Processing Fees & Bank	4,703.18
Payroll Taxes Expense	
Employee Pay Taxes-NuCo	
FICA & M-Care Exp	3,901.50
FUTA	141.54
SUTA	862.69
<b>Total Employee Pay Taxes-NuCo</b>	<b>4,905.73</b>
Employee Payroll Taxes-AIM	10,929.33
<b>Total Payroll Taxes Expense</b>	<b>15,835.06</b>
Reference Lab Services	
Clinical	2,000.00
Tox	2,500.00
<b>Total Reference Lab Services</b>	<b>4,500.00</b>
<b>Total Cost of Goods Sold</b>	<b>\$587,723.42</b>
GROSS PROFIT	<b>\$ -110,658.34</b>

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	TOTAL
Expenses	
Administrative Expenses	
Advertising/Marketing	354.24
Auto Expense	6,671.03
Bank Charges/Credit Card Fees	18,164.32
Legal & Professional Fees	40,188.00
Meals & Entertainment	1,024.64
Miscellaneous	-71.58
Office Expense	11,785.05
Office Expense & Supplies	2,201.53
Postage	1,150.41
Security	1,546.62
Software Services	840.00
Travel	6,084.75
Travel Meals	80.82
<b>Total Administrative Expenses</b>	<b>90,019.83</b>
Employee Expenses	
Employee Benefits	1,534.02
Employee Retirement	83,786.91
Medical Expenses	3,930.52
Misc Employee Expense	0.00
<b>Total Employee Expenses</b>	<b>89,251.45</b>
Occupation Expenses	
Insurance	
Auto	332.02
Health	35,754.68
Liability	2,801.22
Life Insurance	433.45
Workers Comp	1,400.61
<b>Total Insurance</b>	<b>40,721.98</b>
Interest Paid	811.66
Rent Expense	
Locations Rents	425.00
Main Office Rent	70,000.00
<b>Total Rent Expense</b>	<b>70,425.00</b>
Taxes & Licenses	1,964.00
<b>Total Occupation Expenses</b>	<b>113,922.64</b>
Operating & Selling Expenses	
Shipping	10,559.45
<b>Total Operating &amp; Selling Expenses</b>	<b>10,559.45</b>
Repairs & Maintenance	58.53
Travel Expense-Loc	788.96

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	TOTAL
Unapplied Cash Bill Payment Expense	2,134.00
Utility Expenses	
Telephone	20,371.91
<b>Total Utility Expenses</b>	<b>20,371.91</b>
<b>Total Expenses</b>	<b>\$327,106.77</b>
NET OPERATING INCOME	<b>\$ -437,765.11</b>
Other Income	
Interest Earned	36.79
<b>Total Other Income</b>	<b>\$36.79</b>
Other Expenses	
Guaranteed Payments-Sonny	142,601.19
<b>Total Other Expenses</b>	<b>\$142,601.19</b>
NET OTHER INCOME	<b>\$ -142,564.40</b>
NET INCOME	<b>\$ -580,329.51</b>