

# 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	38,291.93
Laboratory Services-Outside Bil	144,226.69
<b>Total Lab Testing Income</b>	<b>188,349.65</b>
Refunds	-0.50
Service income	855,205.03
<b>Total Income</b>	<b>\$1,317,797.14</b>
Cost of Goods Sold	
1099 Non-Employees-Contractors	46,037.91
Billing System-Outside Services	24,569.06
Commission expense	17,584.88
Computer Services & Equipment	
3rd Party Services	4,504.83
Computer Equipment	-1,750.61
Computer Interface	4,092.79
Computer Software	1,512.69
<b>Total Computer Services &amp; Equipment</b>	<b>8,359.70</b>
cost of services	37,233.09
Equipment Rental	
Clinical	900.00
Tox	28,672.00
<b>Total Equipment Rental</b>	<b>29,572.00</b>
Lab Reagents	12,092.02
Clinical	11,345.62
PCR-Molecular	331.60
<b>Total Lab Reagents</b>	<b>23,769.24</b>
Laboratory Supplies	1,554.17
Clinical	31,007.40
Tox	8,099.15
<b>Total Laboratory Supplies</b>	<b>40,660.72</b>
Lease Direct Equipment	5,415.51
Medical Courier Fees	5,066.31
Medical Waste	2,286.66

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MO Community-Based Testing	
Reagents & Supplies	4,203.90
<b>Total MO Community-Based Testing</b>	<b>4,203.90</b>
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
Commissions	0.00
Drivers	1,628.00
Long Term Care	0.00
Medical Director	0.00
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	6,603.18
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>

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Reference Lab Services	
Clinical	2,107.89
Tox	1,743.84
<b>Total Reference Lab Services</b>	<b>3,851.73</b>
<b>Total Cost of Goods Sold</b>	<b>\$576,232.12</b>
<b>GROSS PROFIT</b>	<b>\$741,565.02</b>
Expenses	
Administrative Expenses	
Advertising/Marketing	354.24
Auto Expense	6,961.70
Bank Charges/Credit Card Fees	18,164.32
Legal & Professional Fees	32,587.25
Meals & Entertainment	1,024.64
Miscellaneous	-71.58
Office Expense	11,785.05
Office Expense & Supplies	2,215.30
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>82,723.52</b>
Employee Expenses	
Employee Benefits	7,319.21
Employee Retirement	5,297.00
Medical Expenses	3,930.52
Misc Employee Expense	0.00
Uniform Cleaning	484.23
<b>Total Employee Expenses</b>	<b>17,030.96</b>
Occupation Expenses	
City income Tax	14.00
Insurance	
Auto	332.02
Health	35,754.68
Life Insurance	433.45
Workers Comp	1,400.61
<b>Total Insurance</b>	<b>37,920.76</b>
Interest Paid	1,842.94

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	TOTAL
Rent Expense	1,500.00
Locations Rents	5,255.00
Main Office Rent	92,374.15
<b>Total Rent Expense</b>	<b>99,129.15</b>
Taxes & Licenses	1,964.00
<b>Total Occupation Expenses</b>	<b>140,870.85</b>
Operating & Selling Expenses	
Shipping	10,559.45
<b>Total Operating &amp; Selling Expenses</b>	<b>10,559.45</b>
Payroll Expenses	0.00
Repairs & Maintenance	58.53
Travel Expense-Loc	788.96
Utility Expenses	
Telephone	20,916.78
Utilities-Main Office	1,055.67
<b>Total Utility Expenses</b>	<b>21,972.45</b>
<b>Total Expenses</b>	<b>\$274,004.72</b>
NET OPERATING INCOME	<b>\$467,560.30</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>\$324,995.90</b>