

Revenue

COGS

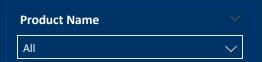
Income











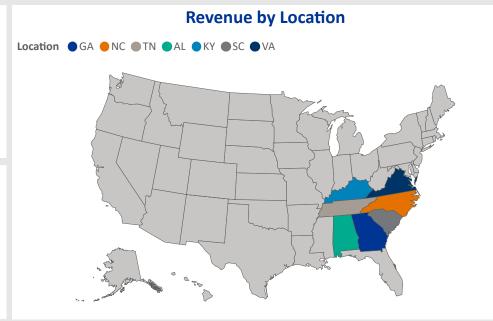
МТ	D	YTD as of Apr			
Revenue	\$779,044	Revenue	\$12,920,4		
COGS	\$0	cogs	\$5,679,9		
Income	\$779,044	Income	\$7,240,4		
MTD vs.	PMTD	YTD vs.	LY as of Apı		

-64.9%

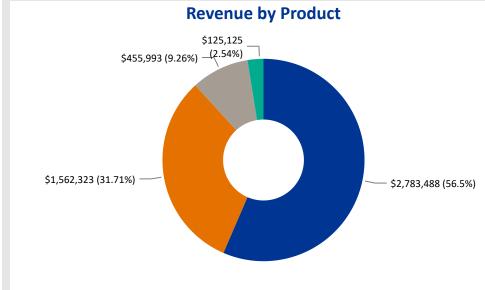
-100.0%

-36.1%

Revenue	\$12,920,430					
cogs	\$5,679,976					
Income \$7,240,455						
YTD vs. LY as of Apr						
Revenue	36.4%					
Revenue COGS	36.4% 71.2%					



Location Name	YTD Revenue	^
Atlanta	\$1,597,334	
Charlotte	\$3,897,548	
Columbia	\$352,401	
Lexington	\$368,738	
Lynchburg	\$8,846	
Memphis	\$2,302,658	ı
Nashville	\$315,000	
Norfolk	(\$51,949)	
Total	\$12,920,430	\





QuickBooks Analysis

All \	/







Control Cont	Account Type	Jan 2021	Feb 2021	Mar 2021	Apr 2021	May 2021	Jun 2021	Jul 2021	Aug 2021	Sep 2021	Oct 2021	Nov 2021	Dec 2021	Jan 2022	Feb 2022	Mar 2022	Apr 2022	May 2022 Ju
Cot of Got Sold Client Experises Write Offs Support Suppor	☐ Income	1,267,768	970,639	1,271,861	1,930,983	2,078,130	2,307,367	1,881,655	2,115,563	1,402,082	1,711,933	1,707,894	1,344,169	2,476,670	1,864,491	2,920,806	2,198,672	2,461,397 3
□ Control Food Sold Configuration (Consulting Control Food Manual		1,267,768	970,639	1,271,861	1,930,983	2,078,130	2,307,367	1,881,655	2,115,563	1,402,082	1,711,933	1,707,894	1,344,169	2,476,670	1,864,491	2,920,806	2,198,672	2,461,397 3
Clear Expense Comming	Uncoded Revenues																	
Purpose Part	☐ Cost of Goods Sold												1,081,883	19,254	82,145	54,343	. , ,	80,060
Accounting Advertising 1,577 33,258 946 198 240,000 2,778 2,478 505 4,172 11,696 3,469 Cable & Internet 4,975 4,878 4,373 5,368 4,878 4,788 4,787 4,745 6,169 6,178 6,327 7,521 6,694 6,796 6,675 6,995 11,626 Computer Repair & IT Support Continuing Ed. & Conferences Digital Conferences Digital Web 50,06 48,688 80,386 51,1661 147,958 104,986 112,132 106,899 108,924 104,702 117,830 170,441 35,153 18,11	Client Expense Write Offs												1,081,883	19,254	82,145	54,343	(22,268)	80,060
Advertising Cable Alternet Cable Alternet Cable Alternet Cable Alternet Computer Repair & IT Support Consulting Continuing Et. & Computer Repair & IT Support Consulting Continuing Et. & Computer Repair & IT Support Consulting Continuing Et. & Computer Repair & IT Support Consulting Continuing Et. & Comferences Digital Continuing Et. & Comference Digital Continuing Et. & Comference Digital Continuing Et. & Comferenc	□ Expense	819,085	,	886,142	887,584						1,284,169	1,438,950			1,996,862	1,616,761		2,143,458 2
Cable & Internect Computer Repair & IT Support Computer Repair & IT Support Computer Repair & IT Support Consulting Continuing Ed. & Computer Repair & IT Support Consulting Salas & S	Accounting					54,338	18,113			18,113	18,113	18,113	18,113	18,113		37,498	19,602	
Computer Repair & IT Support Constiting Constiting Continuing Ed. & Conferences Digital Digita	Advertising	,																
Consulting Consulting Confirmance As Conferences Digital Conference Digital Confer	Cable & Internet	4,975	4,878	4,537	5,368	4,878	4,878	4,878	7,454	6,169	6,178	6,327	7,521	6,694	6,796	6,675	6,995	11,626
Continuing Ed. & Conferences Digital web Digital Web Digital Web Digital Web Donations Equipment Equipment Equipment Equipment Equipment Equipment Signature of the state of t	Computer Repair & IT Support	5,138	,		,	29,462	,	27,147		49,295		,	,	,	,	,	,	,
Digital	S	3,833	28,324	29,894	35,144	29,610	30,188	35,506	28,324	28,324	34,624	28,324	28,324	43,260	347,708	103,524	196,271	322,796
Digital Web So, 206 48, 668 80,836 51,961 147,958 104,986 112,132 106,089 108,924 104,702 117,830 170,411 351,513 135,799 172,999 169,424 123,739 166,689 168,924 104,702 117,830 170,411 351,513 135,799 172,999 169,424 123,739 172,990 169,424 123,739 172,990 168,66 2,248 2,249 2,249 2,2563 3,060 2,664 2,865 3,053 2,695 5,465 2,844 2,837 3,171 2,900 48,811 1,572 1,072 1,083																		
Donations Equipment Lease 1,946 2,178 2,158 2,249 2,290 2,299 2,563 3,206 2,664 2,865 3,053 2,695 5,465 2,844 2,837 3,171 2,900 Health Insurance Idability 7,980				•								,			,			
Equipment Lease 1,946 2,178 2,158 2,249 2,290 2,299 2,563 3,206 2,664 2,865 3,053 2,695 5,465 2,844 2,837 3,171 2,900 Health Insurance 131,637 14,364 20,110 20,110 2,965 20,110 23,168 (3,467) 11,202 8,528 6,410 6,333 23,002 23,402 20,137 20,817 33,318 insurance-Liability insurance-Property 373 488 488 488 488 488 488 488 488 488 48	<u> </u>	50,206	48,668	80,836		147,958	104,986	112,132	106,089	108,924	104,702	117,830	170,441	351,513	135,799	172,999		
Equipment Lease 1,946 2,178 2,158 2,249 2,290 2,299 2,563 3,206 2,664 2,865 3,653 3,653 2,695 5,465 2,844 2,837 3,171 2,900 Health Insurance 1,4364 20,110 20,110 20,110 23,168 3,467 11,202 8,528 6,410 6,353 2,002 23,402 23,402 20,137 20,817 33,318 Insurance 1,456 3,788 3,788 3,788 488 488 488 488 488 488 488 465 465 465 4,576 466 466 466 IT Hardware 11,765 37,481 27,446 11,727 20,376 16,420 106,102 52,262 6,217 27,101 244,188 12,049 107,796 328,324 25,359 159,527 36,061 Legal 20,183 96 966 966 9,403 7,121 966 286 3,307 1,647 3,307 5,224 2,966 1,609 3,407 7,422 Licenses and permits 20,338 34,125 34,125 17,063 34,125 34,125 1,106 34,125 34,125 1,106 34,125 34,125 1,106 34,125 34,125 1,106 34,125 34,125 1,106 34,125 34,125 1,106 34,125 34,125 1,106 34,125 34,125 1,106 34,125	Donations				525													2,924
Health Insurance 31,637 14,364 20,110 22,965 20,110 23,168 (3,467) 11,202 8,528 6,410 6,353 23,002 23,402 20,137 20,817 33,318 1,337 1,347	Equipment																	
Insurance - Liability 373 7,980 7,980 7,980 7,980 7,985 7,949 8,958 12,049 12,049 12,049 13,000 13,000 14,000	• •	,		,	,		•					,		,				
Insurance - Property 373		31,637	14,364		20,110		20,110		(3,467)	11,202		6,410		23,002			20,817	33,318
Insurance - Workers Comp 5,009 488 4	·			7,980				7,980			7,985		7,949		8,958	12,049		
IT Hardware IT Software Legal 11,765 37,481 27,446 11,727 20,376 16,420 106,102 52,262 6,217 27,101 244,188 12,049 107,796 328,324 25,359 159,527 36,061 Legal 20,183 966 966 966 966 966 966 966 966 966 96	. ,					488												
TS oftware		5,009	488	488	488		488	488	488	488	465	465	465	4,576	466	466	466	466
Legal Licenses and permits 20,183 966 966 966 9,403 7,121 966 286 3,307 1,647 3,407 5,224 2,966 1,609 3,407 7,422 23,435 Marketing and Promotions 84,818 38,780 51,106 49,007 66,595 62,866 70,816 126,455 214,076 101,962 128,064 119,056 91,938 113,473 137,839 158,133 188,721 Marketing consulting 34,125 51,188 34,125 34,125 17,063 34,125 34,125 51,188 34,125 34,125 51,188 34,125 34,125 51,188 34,125 34,125 11,063 Meals 775 146 50,593 20 101 50,593 20 101 50,593 20 101 50,593 20 101 50,593 20 101 50,593 20 101 50,593 20 101 50,593 20 101 50,593 20 101 50,593 20 101 50,593 20 101 50,593 20 101 50,593 20 101 50,593 20 101 50,593 20 101 50,593 20 101 50,593 20 101 50,593 20 101 50,593 20 101 50,593 20,593 20 101 50,593 20 101 50,593 20 101 50,593 20 101 50,593 20,593 20 101 50,593 20 101 50,593 20 101 50,593 20 101 50,593 20 101 50,593 20 101 50,593 20 101 50,593 20 101 50,593 20 101 50,593 20 101 50,593 20 101 50,593 20 101 50,593 20 101 50,593 20 101 50,593 20 101 50,593 20 101 50,593 20 101 50,593 20,593 20 101 50,593 20 101 50,593 2																		
Licenses and permits			•	,	,	,		,			,	,				25,359		
Marketing and Promotions Marketing and Promotions Marketing consulting Marketing consulting 34,125 51,188 34,125 34,125 17,063 34,125 34,125 17,063 14,125 17,063 14,125 1	S	20,183	966	966		9,403		966	286	3,307		3,407	5,224	2,966	1,609		3,407	
Marketing consulting Marketing consulting Meals Merchandise Merchandise Merchant Fees 7,360 6,729 6,479 14,155 1,027 1,916 6,579 1,916 6,579 1,916 9,749 1,916 9,749 1,916 1,916 9,749 1,916	•																	
Meals Merchandise 775 146 6,539 220 101 1,264 1,264 13,522 Merchandise Merchant Fees 7,360 6,729 6,479 14,155 17,027 14,363 16,677 21,502 18,557 10,783 18,824 22,581 23,930 23,809 18,267 27,162 20,665 065 07,665 07,665 07,665 07,665 07,665 07,665 07,665 07,665 07,665 07,665 07,665 07,665 07,665 07,665 07,665 07,676 07,672 07,838 1,843 439 9,843 16,167 14,966 615 13,120 2,973 694 07,676 07,676 07,678 07,873 14,883 14,883 14,883 14,883 14,883 14,883 14,883 13,774 86,235 16,347 19,569 16,819 27,120 13,750 13,566 17,376 07,476 07,478 38,048 12,449 14,687 13,774 86,235 16,347 <t< td=""><td>o o</td><td>,</td><td>,</td><td>- ,</td><td>•</td><td>,</td><td>,</td><td>,</td><td>,</td><td>,</td><td></td><td>,</td><td>,</td><td>,</td><td>,</td><td>,</td><td>,</td><td>188,721</td></t<>	o o	,	,	- ,	•	,	,	,	,	,		,	,	,	,	,	,	188,721
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Merchant Fees 7,360 6,729 6,479 14,155 17,027 14,363 16,677 21,502 18,557 10,783 18,824 22,581 23,930 23,809 18,267 27,162 20,665 Office Expense 621 255 255 1,092 571 1,916 921 255 1,840 1,341 1,581 1,370 4,048 223 310 256 1,002 Office Party 2,749 315 544 5,678 645 5,943 1,483 439 9,843 16,167 14,966 615 13,120 2,973 694 Office Supplies 14,933 4,951 9,789 7,838 4,388 32,731 7,808 14,687 13,774 86,235 16,347 19,569 16,819 27,102 13,750 13,350 13,550 13,550 13,550 13,550 13,550 13,550 13,550 14,687 1,747 86,235 16,347 19,569 16,819 27,10 2,614			775	146					6,539	220	101						1,264	
Office Expense 621 255 255 1,092 571 1,916 921 255 1,840 1,341 1,581 1,370 4,048 223 310 256 1,002 Office Party 2,749 315 544 5,678 645 5,943 1,483 439 9,843 16,167 14,966 615 13,120 2,973 694 Office Supplies 14,933 4,951 9,789 7,838 4,388 32,731 7,808 14,687 13,774 86,235 16,347 19,569 16,819 27,120 13,750 13,566 17,376 Other Employee Benefits 3,028 770 334 (1,782) 6,346 (1,855) 1,073 920 (2,016) 4,593 14,023 22,092 10,685 5,451 (2,440) 7,438 1,236 Payroll service 3,839 2,250 1,960 2,421 15,283 1,867 9,076 2,262 1,956 15,824 2,454 3,407 3,819 3,405 2,150 2,907 2,614 Payroll Taxes 31,359 30,129 30,272 30,478 38,068 30,996 33,876 34,689 34,324 33,434 35,174 52,731 47,773 50,974 53,466 69,568 66,974 Postage & Freight 6,154 7,748 7,893 8,283 8,015 12,009 10,309 5,920 11,960 3,182 11,277 18,387 5,416 9,007 7,921 10,544 8,759 Print Ads 13,650 13,650 13,650 13,650 13,841 Printed Material 1,574 197 6,928 13,230 1,930 220 1,187 6,287 1,101 21,832 12,203 34,653 10,718 10,371 16,985 13,265 7,329 Professional dues and subsc. 4,720 3,622 6,316 8,327 5,251 22,240 23,355 11,775 11,011 21,832 12,203 34,653 10,718 10,371 16,985 13,265 7,329 Professional dues and subsc. 674																		
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Other Employee Benefits 3,028 770 334 (1,782) 6,346 (1,855) 1,073 920 (2,016) 4,593 14,023 22,092 10,685 5,451 (2,440) 7,438 1,236 Payroll service 3,839 2,250 1,960 2,421 15,283 1,867 9,076 2,262 1,956 15,824 2,454 3,407 3,819 3,405 2,150 2,907 2,614 Payroll Taxes 31,359 30,129 30,272 30,478 38,068 30,996 33,876 34,689 34,324 33,434 35,174 52,731 47,773 50,974 53,466 69,568 66,974 Postage & Freight 6,154 7,748 7,893 8,283 8,015 12,009 10,309 5,920 11,960 3,182 11,277 18,387 5,416 9,007 7,921 10,544 8,759 Print Ads Printed Material 1,574 197 6,928 13,230 1,930 220 1,187 6,287 1,105 220 25,612 14,789 14,721 15,942 16,627 220 Professional dues and subsc. Professional dues and subsc.sc 674	•	1.055		,		_	,		,	,		,	,	,		,	,	
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Payroll Taxes 31,359 30,129 30,272 30,478 38,068 30,996 33,876 34,689 34,324 33,434 35,174 52,731 47,773 50,974 53,466 69,568 66,974 Postage & Freight 6,154 7,748 7,893 8,283 8,015 12,009 10,309 5,920 11,960 3,182 11,277 18,387 5,416 9,007 7,921 10,544 8,759 Print Ads 13,650 13,650 13,650 13,650 13,650 13,841 40,850 Printed Material 1,574 197 6,928 13,230 1,930 220 1,187 6,287 1,105 220 25,612 14,789 14,721 15,942 16,627 220 Professional dues and subsc. 4,720 3,622 6,316 8,327 5,251 22,240 23,355 11,775 11,011 21,832 12,203 34,653 10,718 10,371 16,985 13,265 7,329 Professional dues and subsc. 674	· ·					,		,									,	
Postage & Freight 6,154 7,748 7,893 8,283 8,015 12,009 10,309 5,920 11,960 3,182 11,277 18,387 5,416 9,007 7,921 10,544 8,759 Print Ads 13,650 13,650 13,650 13,650 13,841 40,850 Printed Material 1,574 197 6,928 13,230 1,930 220 1,187 6,287 1,105 220 25,612 14,789 14,721 15,942 16,627 220 Professional dues and subsc. 4,720 3,622 6,316 8,327 5,251 22,240 23,355 11,775 11,011 21,832 12,203 34,653 10,718 10,371 16,985 13,265 7,329 Professional dues and subsc. 674	,	,					,	,				,	,	,				
Print Ads 13,650 <td>,</td> <td></td>	,																	
Printed Material 1,574 197 6,928 13,230 1,930 220 1,187 6,287 1,105 220 25,612 14,789 14,721 15,942 16,627 220 Professional dues and subsc.sc 4,720 3,622 6,316 8,327 5,251 22,240 23,355 11,775 11,011 21,832 12,203 34,653 10,718 10,371 16,985 13,265 7,329		,		,	•	,	12,009	10,309	5,920	11,960	,	11,277	18,387	5,416	9,007	7,921	10,544	8,759
Professional dues and subsc. 4,720 3,622 6,316 8,327 5,251 22,240 23,355 11,775 11,011 21,832 12,203 34,653 10,718 10,371 16,985 13,265 7,329 Professional dues and subsc.sc 674					,	13,841							0= 0:-			4= 0:-	40.00=	
Professional dues and subsc.sc 674																		
			3,622	6,316	8,327	5,251	22,240	23,355	11,775	11,011	21,832	12,203	34,653	10,718	10,371	16,985	13,265	7,329
		674																>

QuickBooks Analysis



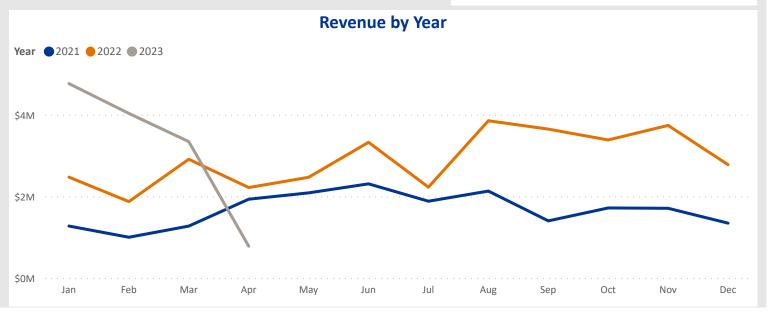






МТ	D	YTD as of Apr			
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COGS	\$0	COGS	\$5,679,976		
Income	\$779,044	Income	\$7,240,455		
MTD vs.	PMTD	YTD vs. LY as of Apr			
Revenue	-64.9%	Revenue	36.4%		
COGS	-100.0%	COGS	71.2%		
Income	-36.1%	Income	17.7%		

Location Name	YTD Revenue	^
Atlanta	\$1,597,334	
Charlotte	\$3,897,548	
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Norfolk	(\$51,949)	
Total	\$12,920,430	~



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