

**Profit & Loss Statement****1/1/24 to 12/31/24**

## Income

Income		
Sales Category -FL	8,734,358.53	
Sales Category -NV	1,889,750.71	
Sales Category -NY	15,407,993.39	
Freight Charges-FL	443,130.85	
Freight Charges - NV	29,550.55	
Freight Charges-NY	810,423.33	
Finance Charges-FL		
Finance Charges-NY		
Sales Category - RIAB	227,493.16	
Sales Category - INSTALL	75,000.00	
Other Income-Restock Fee-FL		
Other Income-Restock Fee-NY		
Returns-FL		
Returns-NY		
Discounts Given-FL	(95,087.83)	
Discounts Given-NY	(95,139.22)	
Total Income		27,427,473.47

## Cost of Sales

Cost of Goods Sold -FL	5,045,879.25	
Cost of Goods Sold -NV	1,072,021.25	
Cost of Goods Sold -NY	9,554,495.67	
Discounts Taken-FL	(5,797.96)	
Discounts Taken-NY	(5,797.96)	
COGS-Value Place Kits		
Trans In-FL		
Trans In-NY		
Total Cost of Sales		15,660,800.25

Gross Profit		11,766,673.22
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## Expense

Expenses		
Adv/Mktg/Goodwill-FL	121,733.24	
Adv/Mktg/Goodwill-NV		
Adv/Mktg/Goodwill-NY	157,428.01	
Price Lists-FL		
Price Lists-NY		
Trade Shows-FL	93,364.91	
Trade Shows-NV		
Trade Shows-NY	93,690.35	
Commissions- FJM -FL		
Commissions - FJM-NY		
Outside Sales Commissions-FL		
Outside Sales Commissions-NV		
Outside Sales Commissions-NY	10,908.42	
Selling Wages - FL		
Selling Wages - NV		
Selling Wages - NY	722,179.81	
HRA Fund Expense-FL	10,666.31	
HRA Fund Expense-NY	17,406.76	
Vehicle/Equip - Interest-FL		
Vehicle/Equip - Interest-NY		
Vehicle Expenses-FL	15,466.41	
Vehicle Expenses-NV		
Vehicle Expenses-NY	6,304.03	
CC Merchant Fees - FL	76,730.72	
CC Merchant Fees - NV	8,213.45	
CC Merchant Fees - NY	177,850.74	
Bank Chgs-Sweep Acct-FL		
Bank Chgs-Sweep Acct-NY		
Bank Charges-FL	2,956.64	
Bank Charges-NY	3,244.79	
Depre Exp-Land Imp-FL		

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Depre Exp-Land Imp-NY	641.50
Depre Exp Leasehold Imp-FL	
Depre Exp Leasehold Imp-NY	3,020.11
Depreciation Exp-Office/Whse-FL	
Depreciation Exp-Office/Whse-NY	678.24
Depreciation Exp - Computer-FL	16,236.68
Depreciation Exp - Computer-NY	20,112.19
Depreciation Exp - Vehicle-FL	
Depreciation Exp - Vehicle-NY	9,698.89
Bad Debt Expense-FL	
Bad Debt Expense-NY	
Rebates-FL	192,682.35
Rebates-NV	41,942.03
Rebates-NY	311,331.62
Disability Expense-FL	705.62
Disability Expense-NY	1,372.66
Workmans Comp Expense-FL	6,991.24
Workmans Comp Expense-NY	19,786.48
Operations Wages - FL	141,965.79
Operations Wages - NY	292,526.68
Dues & Subscriptions-FL	7,180.30
Dues & Subscriptions-NV	539.00
Dues & Subscriptions-NY	8,343.34
Freight Out-FL	540,067.39
Freight Out-HI	
Freight Out-NV	156,385.50
Freight Out-NY	1,211,831.85
Freight In-FL	303,073.96
Freight In-HI	
Freight In-NV	88,680.64
Freight In-NY	433,737.35
Ocean/Inland Frt - Import - FL	74,447.83
Ocean/Inland Frt - Import - NV	65,424.02
Ocean/Inland Frt - Import - NY	151,972.78
Duties - Import - FL	30,831.23
Duties - Import - NV	28,778.68
Duties - Import - NY	92,461.45
Premium Overtime - FL	1,605.39
Premium Overtime - NY	3,131.62
SEP Contributions-FL	
SEP Contributions-NY	
Group Insurance-Medical&Dental-F	61,505.14
Group Insurance-Medical&Dental-N	128,006.31
FFCRA-Expenses	
NYS PTET Expense	
Employee Benefits-FL	
Employee Benefits-NY	5,110.02
Employee Team Building-NY	6,247.95
Insurance - Business-FL	20,693.00
Insurance - Business-NY	70,478.76
Interest Expense-FL	12,975.35
Interest Expense-NY	28,762.25
Machine Rental-NY	
Office Expense-FL	17,714.02
Office Expense-NV	
Office Expense-NY	34,113.00
Warehouse Expense-Amazon	
Warehouse Expense-NV	
Warehouse Expense-FL	161,394.40
Warehouse Expense-NV	152,702.44
Warehouse Expense-NY	430,402.22
Warehouse Wages - FL	277,851.63
Warehouse Wages - NY	618,528.78
Postage-FL	514.96
Postage-NV	
Postage-NY	4,317.71

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Bulk Mail Postage & Labor-FL	420.29
Bulk Mail Postage & Labor-NY	540.62
Professional Fees-FL	22,711.16
Professional Fees-NY	56,057.79
Rent Whse-FL	
Rent-HI	
Rent-NY	198,000.00
Rent-FL Office (CM)	12,000.00
Rent-FL Warehouse	204,739.52
Rent-FL Annex Whse	47,300.00
Repairs & Maintenance-FL	15,237.56
Repairs & Maintenance-NY	14,989.68
Casual Labor-Temps-FL	
Casual Labor-Temps-NY	
Payroll-FL	
Payroll-NY	
Admin Wages - FL	349,375.88
Admin Wages - NY	244,264.35
Bonuses-FL	74,575.00
Bonuses-NY	223,725.00
Property/School Taxes-FL	
Property/School Taxes-NY	
Payroll Tax-FL	56,888.90
Payroll Tax-GA	
Payroll Tax-MI	
Payroll Tax-NY	173,176.63
Employer 401k Expense-FL	12,412.89
Employer 401k Expense-NY	47,322.04
Shareholder Taxes-FL	
Shareholder Taxes-NY	
Taxes & Licenses-FL	
Taxes & Licenses-NY	74.06
Corporate Tax-FL	
Corporate Tax-NY	1,000.00
Corporate Tax-TX	
Sales Tax Expense -FL	
Sales Tax Expense -NY	
Telephone/Internet-FL	8,761.82
Telephone/Internet-NV	
Telephone/Internet-NY	13,243.21
Inventory Adjustment-FL	11,591.02
Inventory Adjustment-NV	2,701.27
Inventory Adjustment-NY	64,926.30
Inventory Breakage-FL	1,351.34
Inventory Breakage-NY	2,634.15
Trash Disposal-FL	10,849.59
Trash Disposal-NY	5,502.41
Travel & Entertainment-FL	87,532.65
Travel & Entertainment-NV	
Travel & Entertainment-NY	89,195.50
Meals 50% Deductible - FL	14,215.21
Meals - NV	
Meals 50% Deductible - NY	14,215.08
Meals 100% Deductible - FL	864.85
Meals 100% Deductible - NY	3,452.63
Electricity, Water & Oil-FL	10,519.17
Electricity, Water & Oil-NY	15,468.22
Computer Software Exp-FL	5,365.41
Computer Software Exp-NY	5,365.42
Computer Training Exp-NY	
Computer Maint Exp-FL	17,541.87
Computer Maint Exp-NV	
Computer Maint Exp-NY	27,940.84
Miscellaneous-FL	
Miscellaneous-NY	
New System Clearing Acct-NY	

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Amortization Expense		
Amortization Expense		
Total Expense		9,975,696.27
Operating Income		1,790,976.95
Non-Operating Income		
Other Income		
Other Income-FL	1,591.20	
Other Income-NV	487.01	
Other Income-NY	122,080.44	
Other Income-INSTALL/STORAGE		
Interest Income	30,806.43	
FFCRA Wages & Er Health Ins		
Dividend Income-Sweep Acct-FL		
FFCRA Wages & Er Health Ins		
PPP Loan Proceeds Forgiven		
Sale of Assets-FL		
Sale of Assets-NY	(36,734.17)	
Total Non-Operating Income		118,230.91
Non-Operating Expense		
Other Expenses		
Garage Sale Expense		
New Bldg Expenses		
Donations-FL		
Donations-NY		
Key Man Life Insurance		
Key Man Life Insurance	1,895.76	
Donations-NYC		
Total Non-Operating Expense		1,895.76
Net Income/(Loss)		1,907,312.10