

** PROFIT & LOSS STATEMENT **
September 2021

Y-T-D includes 3 months ending September 2021

	CURRENT MONTH	%	YEAR TO DATE	%
SALES				
Revenue-Jobs	685,735.81	100.0	3,425,730.91	100.0
TOTAL SALES	685,735.81	100.0	3,425,730.91	100.0
COST OF SALES				
Cost of Contracts- Labor	107,018.80	15.6	666,680.39	19.5
Cost of Contracts- Mat'l	324.70	0.0	655,111.27	19.1
Cost of Contracts- Subcon	4,965.00	0.7	33,196.19	1.0
Cost of Contracts- Other	0.00	0.0	16,982.12	0.5
Cost of Contracts-Permits	0.00	0.0	12,461.63	0.4
Service Cost- Material	0.00	0.0	282,560.60	8.2
Srv Cost-Labor No WO	6,801.00	1.0	48,515.77	1.4
Discounts Taken - A/P	-1,489.44	-0.2	-16,273.73	-0.5
BACKCHARGES	7,069.93	1.0	49,728.95	1.5
TOTAL COST OF SALES	124,689.99	18.2	1,748,963.19	51.1
GROSS PROFIT FROM OPERATIONS	561,045.82	81.8	1,676,767.72	48.9
INDIRECT EXPENSES				
Other Wages-Vac-Holidays	1,854.00	0.3	18,467.71	0.5
Other Wages,Salary,Bonus	13,160.00	1.9	13,160.00	0.4
Payroll Tax Expense	9,983.98	1.5	58,168.22	1.7
Insurance- Workers' Comp	4,049.73	0.6	23,334.42	0.7
Ins Health Dental	0.00	0.0	11,099.72	0.3
Insurance- General Liab	0.00	0.0	240.00	0.0
WAML	224.85	0.0	2,850.96	0.1
Shop Supplies	0.00	0.0	3,569.50	0.1
Fabrication/Shop Labor	6,960.07	1.0	36,003.84	1.1
Equip/Vehicle Cost-Repair	1,696.02	0.2	8,385.42	0.2
Equip/Vehicle Cost-Parts	0.00	0.0	3,513.48	0.1
Equip/Vehicle Cost-Lease	0.00	0.0	137.84	0.0
Gas/Oil/Propane	7,162.56	1.0	38,671.39	1.1
Indir Labor Cost Applied	-11,293.36	-1.6	-69,078.75	-2.0
TOTAL INDIRECT EXPENSES	33,797.85	4.9	148,523.75	4.3
GENERAL & ADMIN EXPENSES				
Salaries Wages Admin	13,088.25	1.9	72,174.05	2.1
Salaries Officers	12,350.00	1.8	67,925.00	2.0
Commission-Salespersons	52,301.73	7.6	166,253.31	4.9
Payroll Tax Expense	2,939.83	0.4	14,215.94	0.4
Insurance- Workers' Comp	84.94	0.0	470.91	0.0
Cafe Plan Ins Health Denta	-2,647.42	-0.4	36,610.06	1.1
Insurance- General	0.00	0.0	41,941.72	1.2
Advertising	0.00	0.0	618.99	0.0
Dues and Subscriptions	1,750.40	0.3	2,945.22	0.1
Office Suppl and Expense	2,228.72	0.3	10,240.44	0.3
Uniforms	0.00	0.0	442.20	0.0

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September 2021

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	CURRENT MONTH	%	YEAR TO DATE	%
Telephone	1,194.00	0.2	6,684.85	0.2
Utilities	1,231.60	0.2	3,772.67	0.1
Travel	6.00	0.0	1,066.90	0.0
Rent-Office	24,337.01	3.5	73,011.03	2.1
Taxes and Licenses	105.50	0.0	1,467.75	0.0
B&O Taxes	0.00	0.0	13,420.93	0.4
Bad Debts	86.08	0.0	2,260.92	0.1
Bank Charges	0.00	0.0	1,518.62	0.0
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TOTAL GENERAL & ADMIN EXPENSES	109,056.64	15.9	517,041.51	15.1
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NET INCOME FROM OPERATIONS	418,191.33	61.0	1,011,202.46	29.5
OTHER INCOME				
Late Fees	0.00	0.0	-35.00	0.0
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TOTAL OTHER INCOME	0.00	0.0	-35.00	0.0
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NET INCOME BEFORE TAXES	418,191.33	61.0	1,011,167.46	29.5
INCOME TAXES				
Federal Income Taxes	0.00	0.0	-3,749.94	-0.1
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TOTAL INCOME TAXES	0.00	0.0	-3,749.94	-0.1
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NET PROFIT	418,191.33	61.0	1,014,917.40	29.6
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SOUND HEATING & AIR CONDITIONING, INC.

** BALANCE SHEET **
As of September 30, 2021

ASSETS

CURRENT ASSETS

Petty Cash	100.00
Cash in Bank	3,856,671.44
Accounts Receivable	1,093,249.06
Employee Advance	4,821.02
Loans to Officers	1,386.00
Inventory	610,784.01
Federal Taxes Receivable	188,469.00

TOTAL CURRENT ASSETS

5,755,480.53

FIXED ASSETS

Furniture, Fixtures	29,416.92
Accum Depr- Furn & Fixt	-28,015.00
Shop Equipment	987,383.32
Accum Depr- Shop Equip	-928,417.00
Autos, Trucks	1,435,889.99
Accum Depr- Autos, Trucks	-941,136.13
Construction Equipment	12,055.32
Loan Fees	9,511.00
Accum Amortiz - Loan Fees	-17,082.00
Other Assets	35,000.00

TOTAL FIXED ASSETS

594,606.42

TOTAL ASSETS

6,350,086.95

SOUND HEATING & AIR CONDITIONING, INC.

** BALANCE SHEET **
As of September 30, 2021

LIABILITIES & EQUITIES

LIABILITIES

SHORT TERM LIABILITIES

Accounts Payable	-1,537.29
Sales Tax Payable	208,032.84
Payroll Taxes Payable	19,860.72
Ins Premium	7,728.12
Workers Comp Payable	29,439.87
Federal Taxes Payable	13,661.00
Loans From Officers	683,797.00
Inc Tax Payable- Federal	-13,661.00

TOTAL SHORT TERM LIABILITIES 947,321.26

LONG TERM LIABILITIES

TOTAL LONG TERM LIABILITIES 0.00

TOTAL LIABILITIES 947,321.26

EQUITIES

Capital Stock	69,018.00
DIVIDENDS PAID	-2,175,000.00
Retained Earnings	7,421,950.00
Net Profit For Year	1,087,188.54
DIVIDENDS	-1,000,000.00
Net Profit, Prior Year	-1,015,308.25
Net Profit, Year-to-Date	1,014,917.40

TOTAL EQUITIES 5,402,765.69

TOTAL LIABILITIES & EQUITIES 6,350,086.95

SOUND HEATING & AIR CONDITIONING, INC.

** SUPPORTING SCHEDULES **

September 2021

	BALANCE
ACCOUNTS RECEIVABLE (111)	
112 Receivables-W/S,Retail,Srv.	988,779.64
114 Receivables-Non-Job	4,588.97
116 Receivables-Retention	99,880.45

TOTAL ACCOUNTS RECEIVABLE	1,093,249.06
EMPLOYEE ADVANCE (120)	
120012 Harrell Clower-Loan/Tools/Mis	-75.00
120013 Jason Mrsny-Loan/Tools/Misc	50.00
120015 Keith Baldauf-Loan/Tools/Misc	-62.51
120078 Joe Rauscher-Loan/Tools/Misc	-46.60
120079 Jeremy Mckee-Loan/Tools/Misc	188.50
120177 A Kistenmacher-Loan/Tools/Mis	24.00
120178 Jamey Dunn-Loan/Tools/Misc	-43.53
120218 Jeremy Bauer-Loan/Tools/Misc	294.99
120236 DAVE JOHNSON LOANS/TOOLS/MISC	3,522.26
120283 Z KIMBALL TOOLS/LOAN/MISC	-66.42
120338 C MENDOZA TOOLS/LOAN/MISC	87.28
120342 B LUCHT TOOLS/LOAN/MISC	111.70
120343 T TRASK TOOLS/LOAN/MISC	-54.39
120346 J TUPUOLA TOOLS/LOAN/MISC	-203.62
120366 D LINDAN TOOLS/LOAN/MISC	166.18
120369 B BETZENDORFER TOOLS/LOAN/MIS	-147.74
120372 BR BETZENDORFER TOOLS/LOAN/MI	-244.77
120373 J HAUFLE TOOLS/LOAN/MISC	154.28
120378 J EVANSON TOOLS/LOAN/MISC	-178.85
120380 TJ WILLIAMS TOOLS/LOAN/MISC	95.78
120381 T DALY TOOLS/LOAN/MISC	-28.24
120401 B CRAWFORD TOOLS/LOAN/MISC	25.00
120403 A NELSON TOOLS/LOAN/MISC	50.00
120404 GARRETT J TOOLS/LOAN/MISC	44.20
120407 J BARNES TOOLS/LOAN/MISC	-25.00
120410 J HAIGHT TOOLS/LOAN/MISC	-7.27
120418 S HERIOT TOOLS/LOAN/MISC	0.54
120424 C LINDAN TOOLS/LOAN/MISC	21.47
120426 J KIRKBRIDE TOOLS/LOAN/MISC	275.00
120430 T RICKETS TOOLS/LOAN/MISC	206.59
120435 B GROTTTS-RITOLA TOOLS/LOAN/MI	35.69
120438 D MELVIN TOOLS/LOAN/MISC	-217.14
120439 J GANNAN TOOLS/LOAN/MISC	25.00
120444 J ALLEN TOOLS/LOAN/MISC	0.25
120447 R HORNING TOOLS/LOAN/MISC	74.75
120448 J HORNING TOOLS/LOAN/MISC	25.00
120475 J TOMLINSON TOOLS/LOAN/MISC	25.00
120476 B CAREY TOOLS/LOAN/MISC	-125.03
120482 J GRIMM TOOLS/LOAN/MISC	196.05
120487 BROOKE BETZ TOOLS/LOAN/MISC	213.12
120491 N MAXWELL TOOLS/LOAN/MISC	-45.43
120493 BESSNBACHER TOOLS/LOAN/MISC	250.00
120497 N GEISSLER TOOLS/LOAN/MISC	29.81
120504 C MRSNY TOOLS/LOANS/MISC	-50.00
120510 HERGERT, R TOOLS/LOAN/MISC	211.64

SOUND HEATING & AIR CONDITIONING, INC.

** SUPPORTING SCHEDULES **

September 2021

		BALANCE	
120511	G COMERY LOAM/TOOLS/MISC	38.48	
	TOTAL EMPLOYEE ADVANCE	4,821.02	
	LOANS TO OFFICERS (124)		
124002	Curtis Hood Loans	1,386.00	
	TOTAL LOANS TO OFFICERS	1,386.00	
	ACCOUNTS PAYABLE (21)		
2101	N/R TAC PEOPLE BLDR	2,624.72	
211	FEDERAL TAXES RECEIVABLES	113,660.00	
212	Accts Payable-Suppliers	-1,537.29	
217	Accts Payable - Reconcile	-116,284.72	
	TOTAL ACCOUNTS PAYABLE	-1,537.29	
	PAYROLL TAXES PAYABLE (25)		
250	Payroll Tax Pay - FIT	52,890.60	
251	Payroll Tax Pay - FICA	-50,225.52	
252	Payroll Tax Pay - FUTA	662.71	
255	Payroll Tax Pay-SUI/SETT	2,252.07	
256	WA EAF	724.34	
257	CPA Payroll Journal Adj	-1,239.89	
2591	WASHINGTON FAMILY LEAVE ACT	1,153.75	
2592	WASHINGTON MEDICAL LEAVE	13,642.66	
	TOTAL PAYROLL TAXES PAYABLE	19,860.72	
	LOANS FROM OFFICERS (278)		
278014	SBA LOAN	683,797.00	
	TOTAL LOANS FROM OFFICERS	683,797.00	
		CURRENT MONTH	YEAR TO DATE
	REVENUE-JOBS (400)		
4001	RESIDENTIAL NEW CONSTRUCTION	634,869.82	2,719,548.50
4001-1	RESIDENTIAL RETRO	25,267.75	319,197.61
4001-5	COMMERCIAL RETRO	12,800.00	12,800.00
4001-7	SOUND HEATING ELECTRICAL RETR	4,372.00	52,212.25
4002	COMMERCIAL NEW CONSTRUCTION	0.00	241,545.00
4002-5	SOUND HEATING ELECTRICAL EXE	0.00	4,518.71
409	SERVICE NO EQUIPMENT	8,426.24	75,908.84
	TOTAL REVENUE-JOBS	685,735.81	3,425,730.91