

Consciously

Profit and Loss

January - October, 2024

	TOTAL
Income	
Sales of Product Income	
Exchange Sales	117.58
Total Sales of Product Income	117.58
Sales Revenue	128,537.58
Shopify Sales - Consciously Baby	69,119.10
Shopify Discount - Consciously Baby	-24,430.30
Shopify Shipping income - Consciously Baby	2,029.72
Total Refund - Consciously Baby	
Shopify Returns	-1,344.60
Total Total Refund - Consciously Baby	-1,344.60
Total Shopify Sales - Consciously Baby	45,373.92
Wholesale Sales	17,500.00
Total Income	\$191,529.08
Cost of Goods Sold	
Cost of Goods Sold	25,143.28
Total Cost of Goods Sold	\$25,143.28
GROSS PROFIT	\$166,385.80
Expenses	
Advertising & Marketing	6,850.92
Facebook Ads	12,151.89
Google Ads	415.65
Total Advertising & Marketing	19,418.46
Auto	3,811.05
Bank Charges	1,410.89
Bank Fees & Service Charge	508.73
Contractor	8,488.88
Subcontractors Expense	1,465.38
Total Contractor	9,954.26
Credit Card Charges	922.69
Delivery Expenses	12,562.60
Dues & Subscriptions	1,436.75
Gas & Fuel	710.05
Insurance	780.00
Interest Expense	
8Fig Loan Interest Expense	1,621.44
Seller Funding Loan Interest	579.56
Total Interest Expense	2,201.00
Internet Expense	835.86
Legal & Professional Services	1,680.00
Meals and Entertainment	3,726.63

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Merchant Fees	109.36
Parker Fees	63.02
Paypal fees	89.00
QuickBooks Payments Fees	943.70
Shopify Fees	1,403.92
Total Merchant Fees	2,609.00
Office Supplies & Software	8,307.40
Payroll	
Payroll Expense	27,726.88
Payroll Fees	468.00
Payroll Taxes	4,718.12
Total Payroll	32,913.00
Rent or Lease	31,696.28
Shipping & Postage	1,762.14
Software Expense	1,406.81
Taxes & Licenses	1,383.10
Telephone Expense	1,547.10
Travel	959.58
Utilities	1,571.57
Total Expenses	\$144,114.95
NET OPERATING INCOME	\$22,270.85
Other Income	
Interest Earned	0.06
Total Other Income	\$0.06
Other Expenses	
AMC @ 2	317.23
Miscellaneous	1,720.47
Total Other Expenses	\$2,037.70
NET OTHER INCOME	\$ -2,037.64
NET INCOME	\$20,233.21