



ABC Company LLP

Operational Dashboard Package

For the month ended Jun-2023



For Management use Only
(Not for Distribution)

Based on Report Pulled on 06-20-2023 (10:00 A.M US Time)



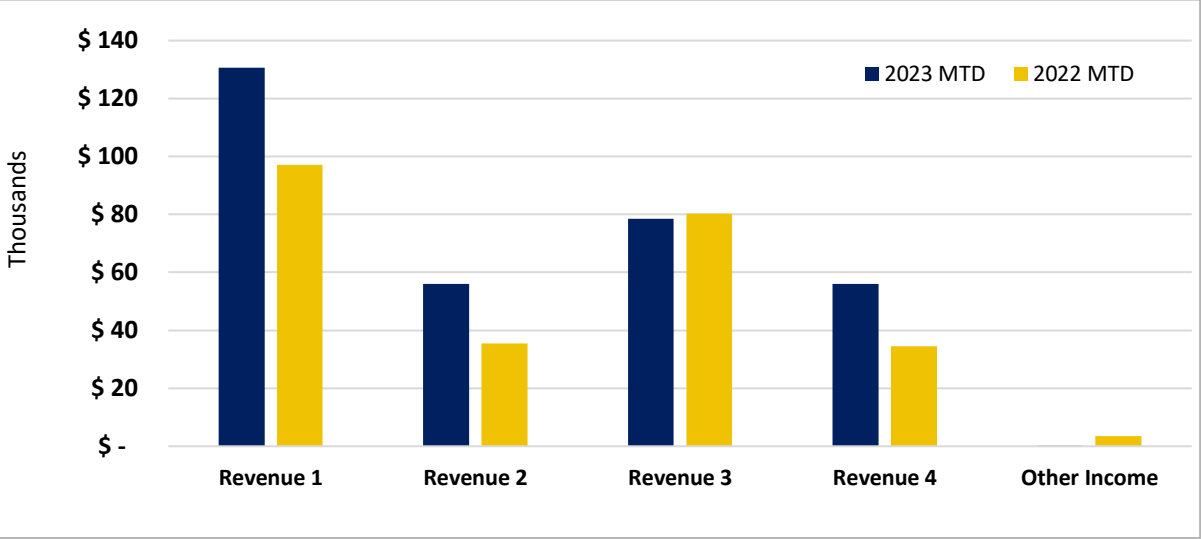
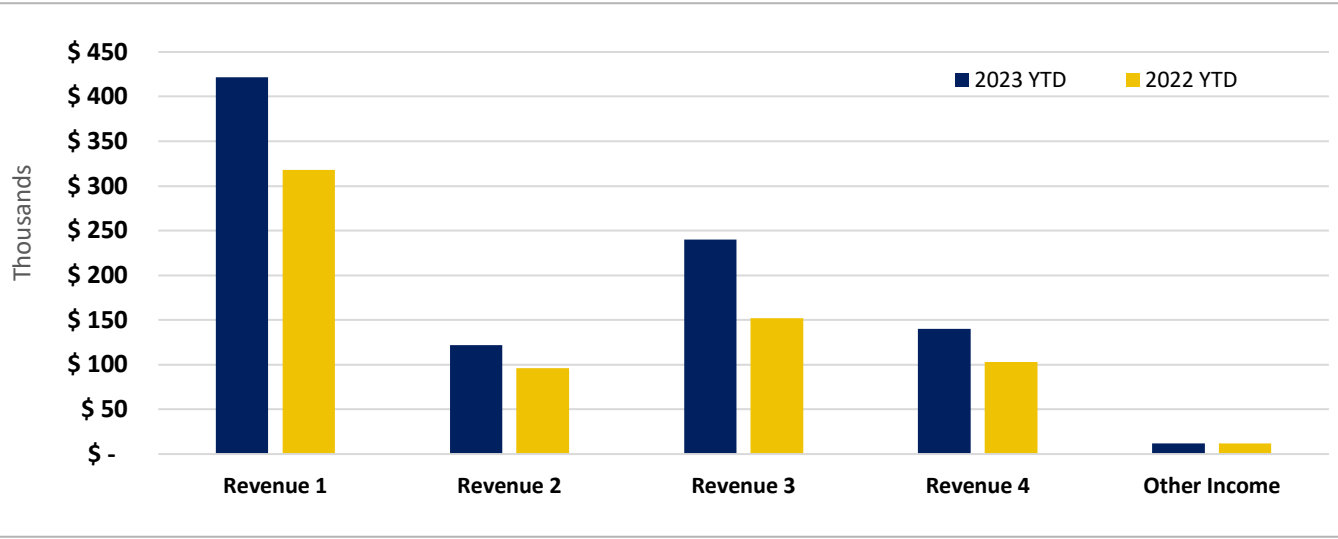
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ABC Company LLP : Jun-2023

Particulars	Page No
<input type="checkbox"/> Report Index	
<input type="checkbox"/> One Minute Manager	
• <i>Revenue Profitability Snapshot & Major Revenue Contributors</i>	3
• <i>Profit & Loss Comp. to Prior YTD & MTD: SnapShot</i>	4
• <i>3 Years Revenue Trend Line</i>	5
• <i>Major Revenue Contributors YTD</i>	6
• <i>KPI Snap Shot versus Industry Averages</i>	7
• <i>Liquidity Picture</i>	10
• <i>A/R Aging Summary</i>	11
• <i>A/P Aging Summary</i>	12
<input type="checkbox"/> Detailed Report	
• <i>Profit & Loss Comp. to Prior YTD & MTD: Detailed</i>	13
• <i>Profit & Loss by Month_YTD Mar-20: Detailed</i>	15
• <i>Cash Flow</i>	18

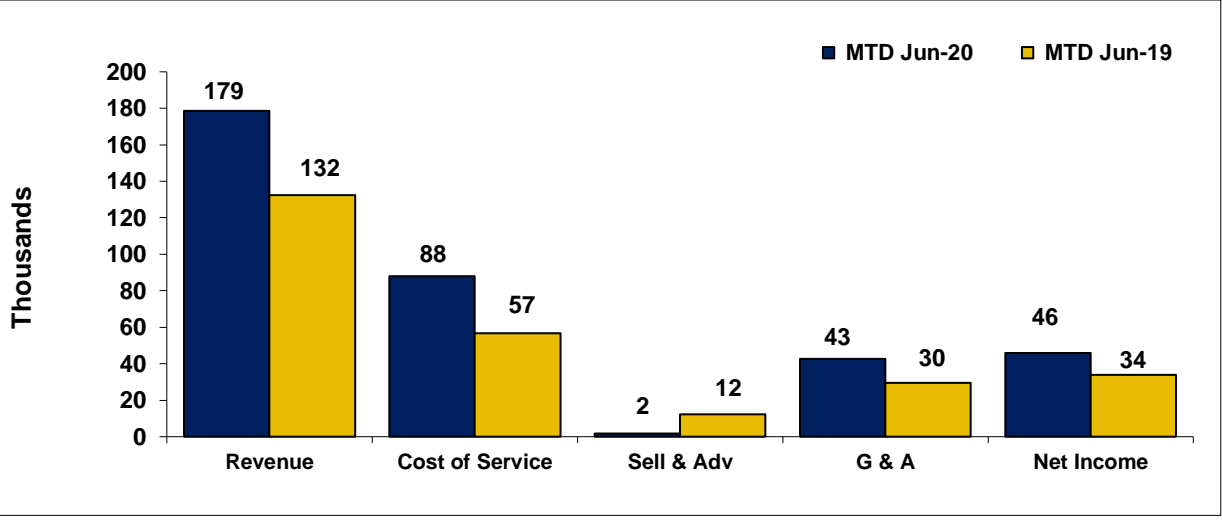
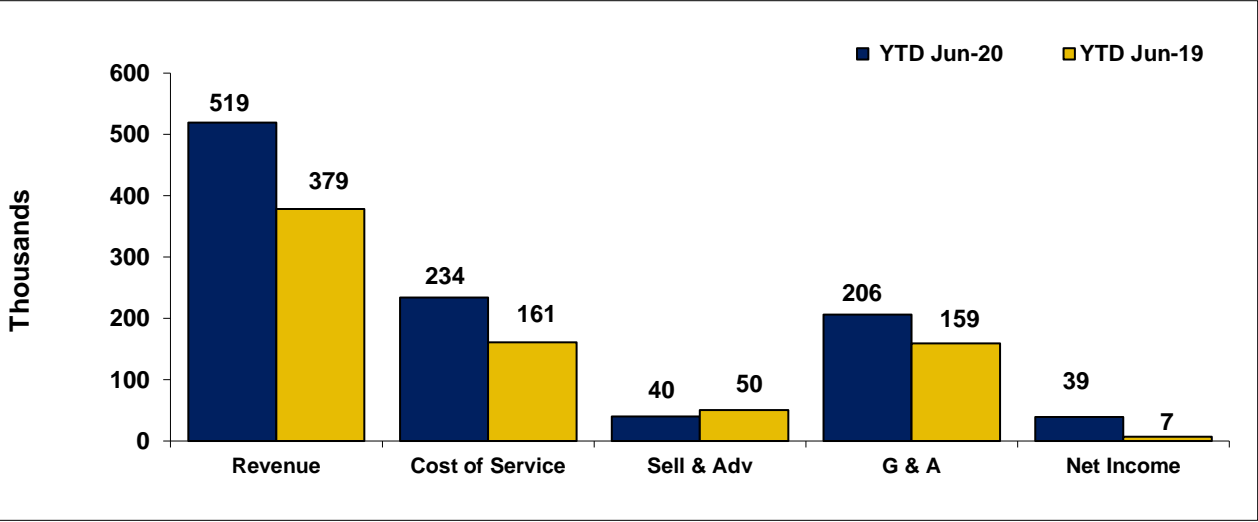
Major Revenue Contributors- Comp. to Prior year - Snapshot - June 2023

2023 YTD	% Income	2022 YTD	% Income	\$ Change	% Change	Description	2023 MTD	% Income	2022 MTD	% Income	\$ Change	% Change
\$ 421,783	45%	\$ 318,267	45%	\$ 103,516	33%	Revenue 1	\$ 130,727	41%	\$ 97,145	41%	\$ 33,582	35%
\$ 122,035	13%	\$ 96,258	13%	\$ 25,777	27%	Revenue 2	\$ 56,000	17%	\$ 35,486	17%	\$ 20,514	58%
\$ 240,326	26%	\$ 152,031	26%	\$ 88,295	58%	Revenue 3	\$ 78,562	24%	\$ 80,256	24%	\$ -1,694	-2%
\$ 140,434	15%	\$ 102,980	15%	\$ 37,454	36%	Revenue 4	\$ 56,021	17%	\$ 34,502	17%	\$ 21,519	62%
\$ 11,786	1%	\$ 12,123	1%	\$ -337	-3%	Other Income	\$ 120	0%	\$ 3,562	0%	\$ -3,442	-97%
\$ 936,365	100%	\$ 681,659	100%	\$ 254,706	37%	Total Revenue	\$ 321,430	100%	\$ 250,951	100%	\$ 70,479	28%



Profit & Loss Comp. to Prior YTD & MTD: SnapShot

YTD Jun-20		YTD Jun-19		Change		Description	MTD Jun-20		MTD Jun-19		Change	
Actual	% Income	Actual	% Income	Change	% Change		Actual	% Income	Actual	% Income	Change	% Change
\$ 518,985	100.00%	\$ 378,505	100.00%	\$ 140,480	37.11%	Total Revenue	\$ 178,634	100.00%	\$ 132,393	100.00%	\$ 46,241	34.93%
\$ 234,136	45.11%	\$ 160,656	42.44%	\$ 73,480	45.74%	Total COGS	\$ 87,957	49.24%	\$ 56,568	42.73%	\$ 31,389	55.49%
\$ 284,849	54.89%	\$ 217,850	57.56%	\$ 66,999	30.75%	Total Gross Profit	\$ 90,677	50.76%	\$ 75,826	57.27%	\$ 14,852	19.59%
\$ 39,691	7.65%	\$ 50,201	13.26%	\$ -10,510	-20.94%	Total Selling & Advertising	\$ 1,855	1.04%	\$ 12,332	9.31%	\$ -10,477	-84.96%
\$ 205,929	39.68%	\$ 158,957	42.00%	\$ 46,972	29.55%	Total Gen & Administrative	\$ 42,816	23.97%	\$ 29,564	22.33%	\$ 13,252	44.82%
\$ 245,620	47.33%	\$ 209,158	55.26%	\$ 36,462	17.43%	Total Expense	\$ 44,671	25.01%	\$ 41,896	31.65%	\$ 2,775	6.62%
\$ -372	-0.07%	\$ -1,618	-0.43%	\$ 1,246	77.00%	Total Other Income	\$ -	0.00%	\$ -	0.00%	\$ -	N/A
\$ 38,857	7.49%	\$ 7,074	1.87%	\$ 31,783	449.31%	Net Income	\$ 46,006	25.75%	\$ 33,930	25.63%	\$ 12,077	35.59%

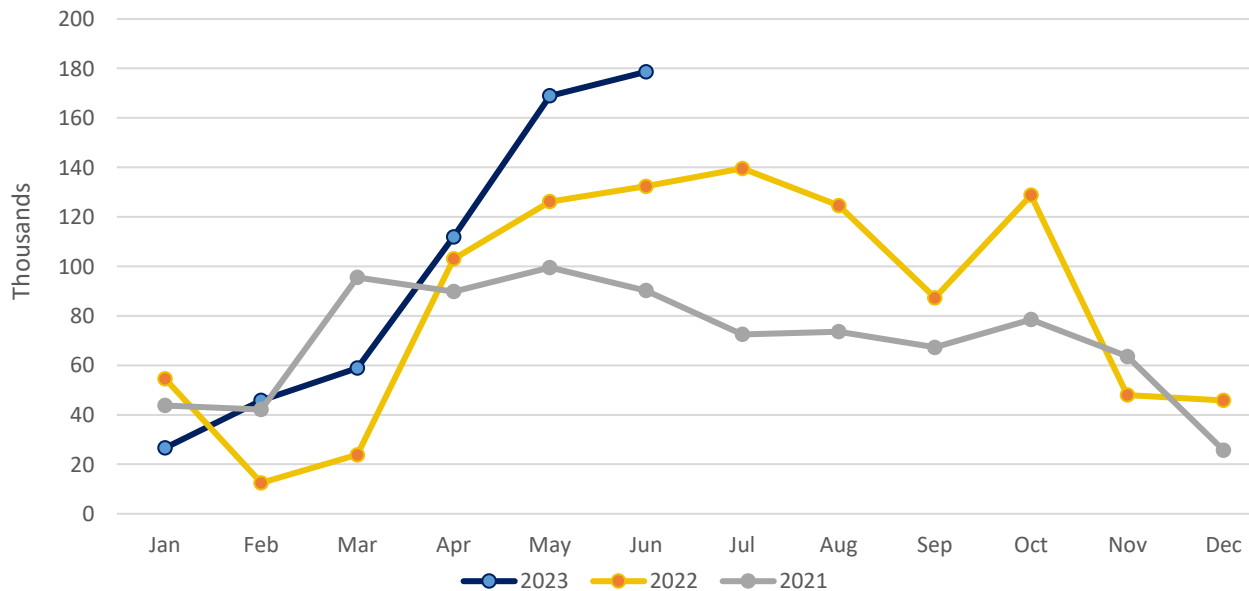


YTD Jun-20	YTD Jun-19	% Change on Income	Margins By %age of Income	MTD Jun-20	MTD Jun-19	% Change on Income
25.00%	26.00%	-1.00%	Cost of Good Sold	21.12%	23.20%	-2.08%
54.89%	57.56%	-2.67%	Gross Margin	50.76%	57.27%	-6.51%
7.65%	13.26%	-5.62%	Selling & Advertising	1.04%	9.31%	-8.28%
39.68%	42.00%	-2.32%	General & Administrative	23.97%	22.33%	1.64%
7.49%	1.87%	5.62%	Net Margin	25.75%	25.63%	0.13%

3 Years Revenue Trend Line

Months	2023	2022	2021	Monthly Average	\$ Increase over Avg.	% of Change
Jan	\$ 26,586	\$ 54,623	\$ 43,773	\$ 41,661	\$ -15,075	-36.18%
Feb	\$ 45,862	\$ 12,502	\$ 42,141	\$ 33,502	\$ 12,360	36.90%
Mar	\$ 58,889	\$ 23,845	\$ 95,556	\$ 59,430	\$ -541	-0.91%
Apr	\$ 111,963	\$ 103,001	\$ 89,792	\$ 101,586	\$ 10,377	10.22%
May	\$ 168,945	\$ 126,206	\$ 99,531	\$ 131,561	\$ 37,384	28.42%
Jun	\$ 178,634	\$ 132,393	\$ 90,215	\$ 133,747	\$ 44,887	33.56%
Total till Jun	\$ 518,985	\$ 378,505	\$ 461,008	\$ 452,833	\$ 66,152	14.61%
Jul		\$ 139,608	\$ 72,494	\$ 106,051	N/A	
Aug		\$ 124,629	\$ 73,580	\$ 99,104	N/A	
Sep		\$ 87,315	\$ 67,252	\$ 77,283	N/A	
Oct		\$ 128,738	\$ 78,500	\$ 103,619	N/A	
Nov		\$ 47,979	\$ 63,613	\$ 55,796	N/A	
Dec		\$ 45,862	\$ 25,685	\$ 35,774	N/A	
YTD AVG.	\$ 98,480	\$ 85,559	\$ 70,178	\$ 84,739	\$ 13,741	16.22%
YTD Total	\$ 590,879	\$ 1,026,702	\$ 842,132	\$ 819,904	\$ -229,025	-27.93%

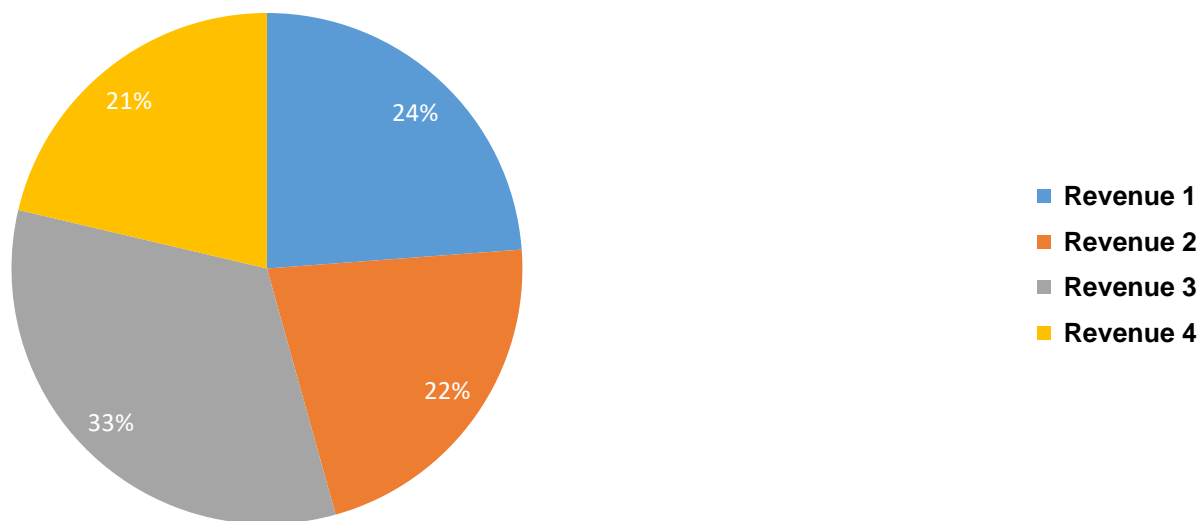
Months	2023	2022	2021
Max	\$ 178,634	\$ 139,608	\$ 99,531
Min	\$ 26,586	\$ 12,502	\$ 25,685
Avg./Month	\$ 98,480	\$ 85,559	\$ 70,178



One Minute manager

Major Revenue Contributors YTD

Month	Revenue 1	Revenue 2	Revenue 3	Revenue 4	Contra Revenue Accounts	Total
Jan-23	\$ 81,228	\$ 72,426	\$ 64,838	\$ 27,668	\$ 49,931	\$ 296,091
Feb-23	\$ 82,005	\$ 127,613	\$ 80,675	\$ 50,748	\$ 23,326	\$ 364,367
Mar-23	\$ 103,687	\$ 74,827	\$ 114,115	\$ 74,410	\$ 57,514	\$ 424,553
Apr-23	\$ 57,492	\$ 21,180	\$ 116,593	\$ 115,016	\$ 130,330	\$ 440,611
May-23	\$ 21,307	\$ 79,835	\$ 133,980	\$ 26,351	\$ 101,410	\$ 362,883
Jun-23	\$ 120,388	\$ 51,644	\$ 135,920	\$ 122,981	\$ 84,423	\$ 515,356
Total	\$ 466,107	\$ 427,525	\$ 646,121	\$ 417,174	\$ 446,934	\$ 2,403,861



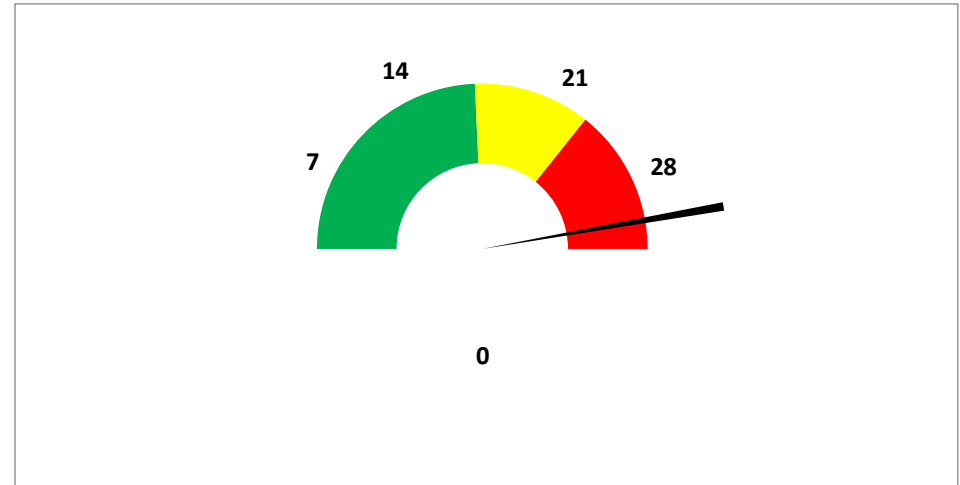
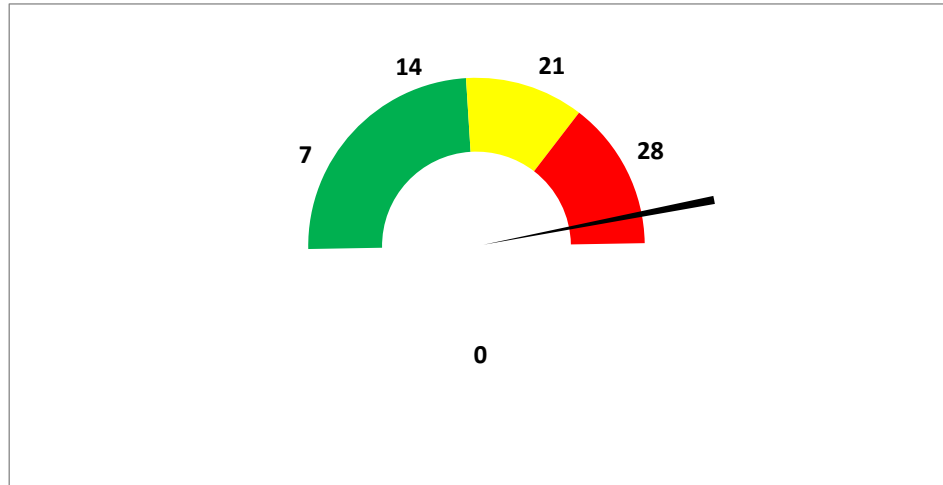
KPI Snap Shot versus Industry Averages - June 2023

Direct Labor - MTD & YTD

0 - 16.99 (Out Perform)

17 - 25 (Perform)

25.01 - 35 (Under Perform)



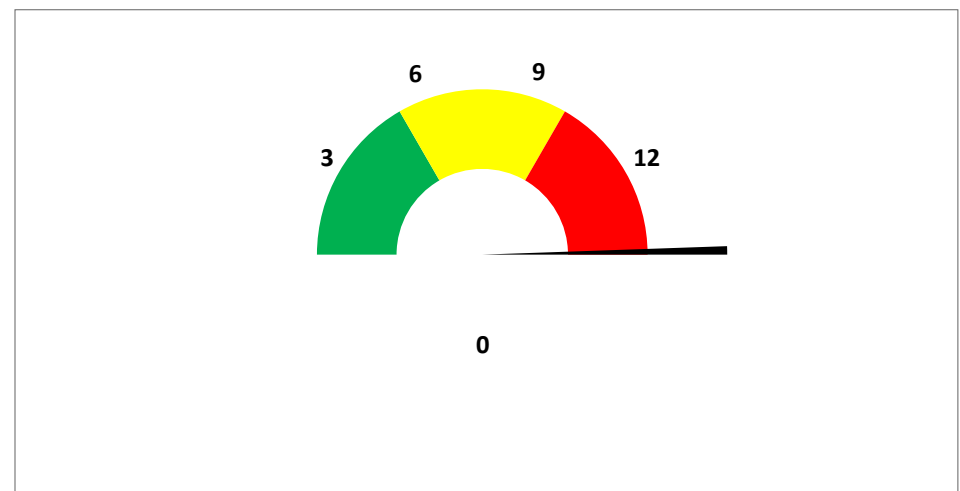
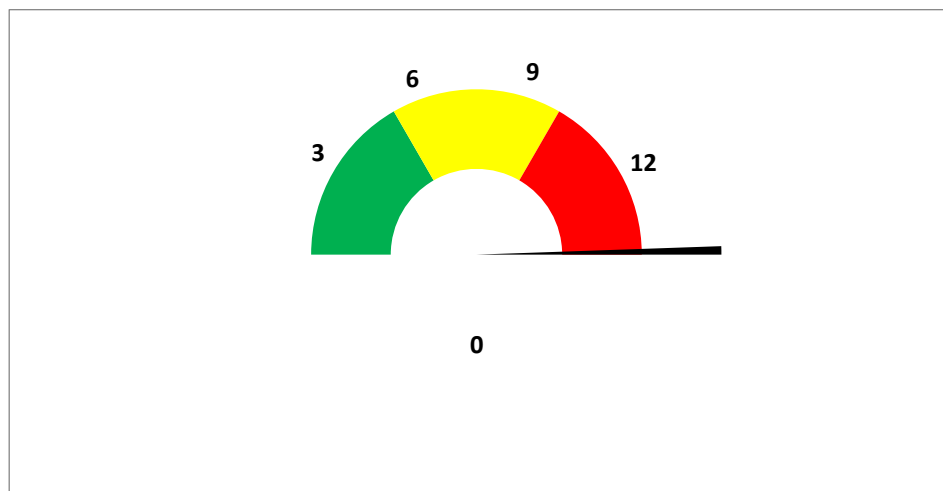
Direct Labor - It does not include Direct Payroll Taxes, Health Benefit and 401K

Auto Expense - MTD & YTD

0 - 4.99 (Out Perform)

5 - 10 (Perform)

10.01 - 15 (Under Perform)



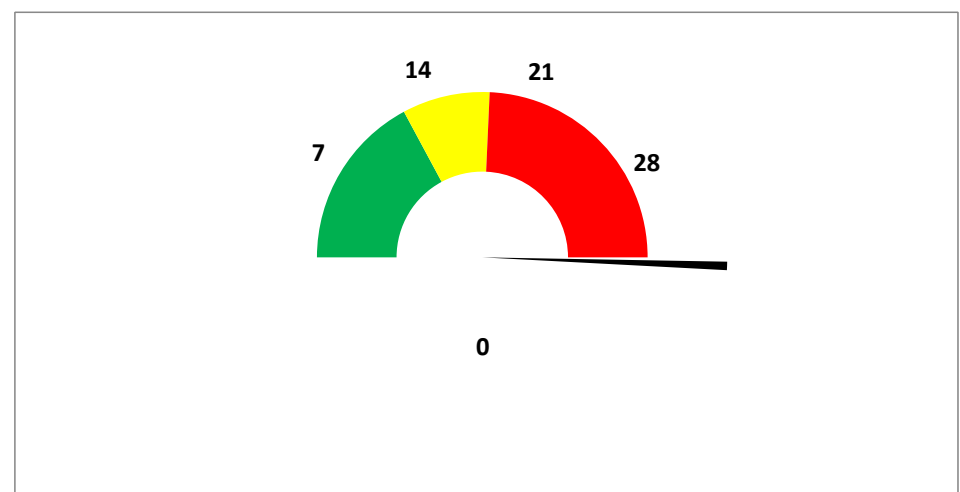
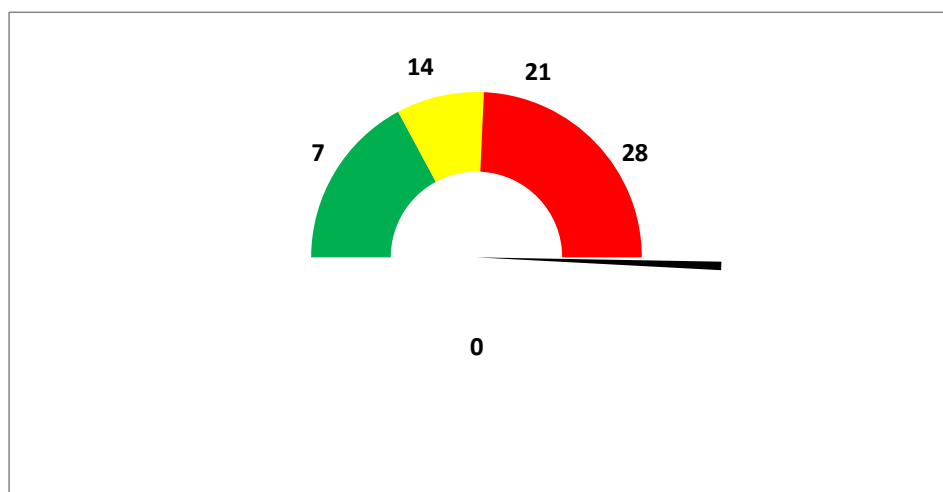
Auto Expense - It does not include Auto Depreciaton & Auto Lease Expense

Materials - MTD & YTD

0 - 11.99 (Out Perform)

12 - 18 (Perform)

18.01 - 35 (Under Perform)



Materials - It does not include Equipment Rental & Small Tools

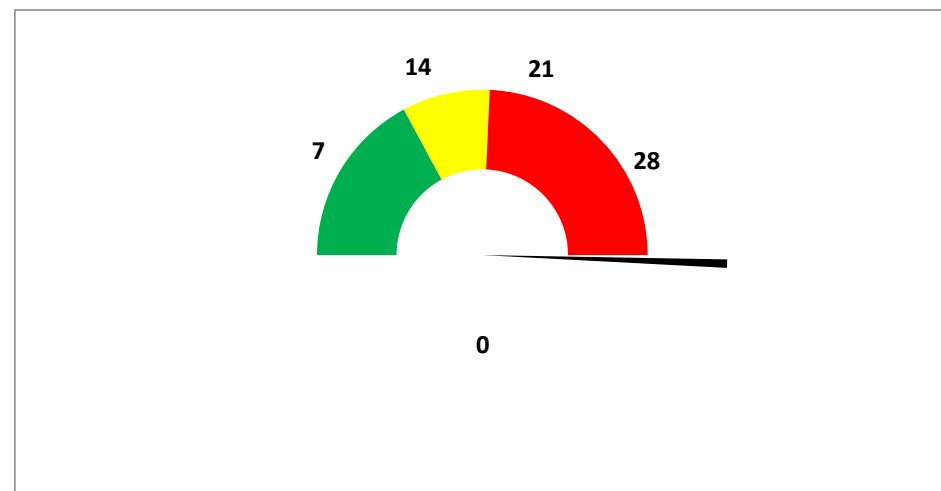
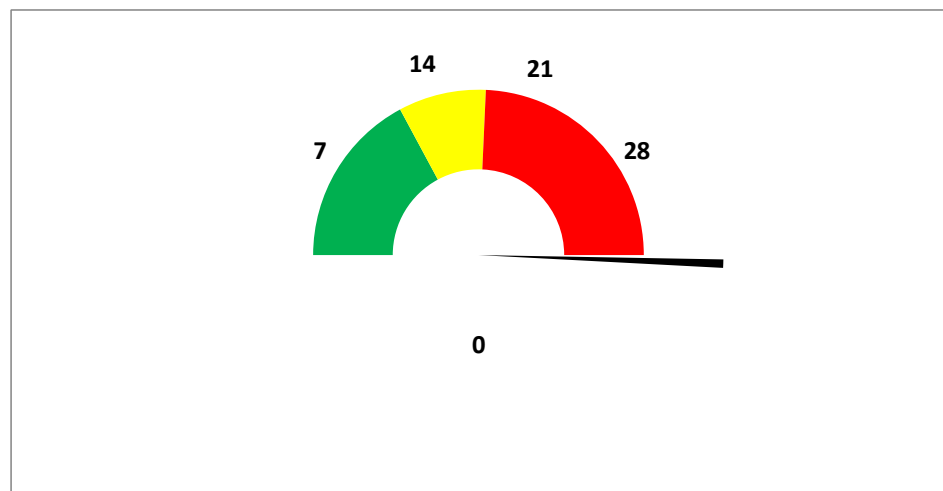
KPI Snap Shot versus Industry Averages - June 2023

Seles Wages - MTD & YTD

0 - 11.99 (Out Perform)

12 - 18 (Perform)

18.01 - 35 (Under Perform)



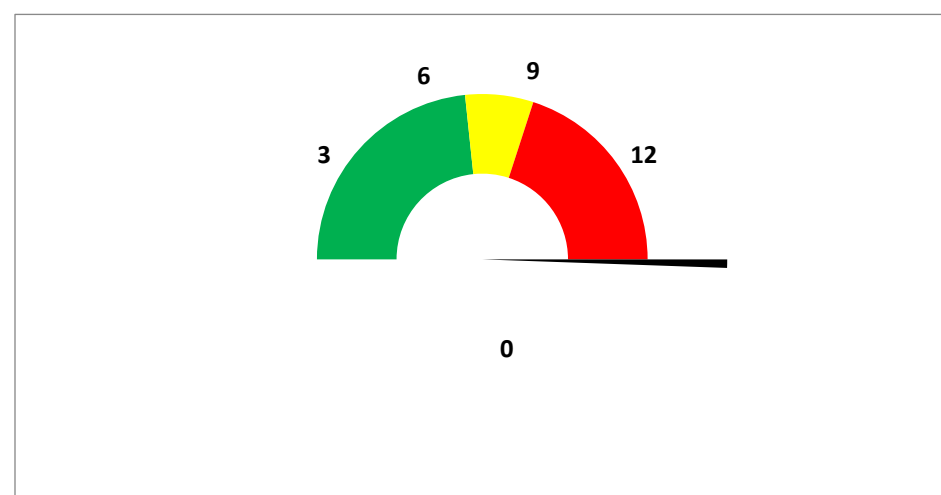
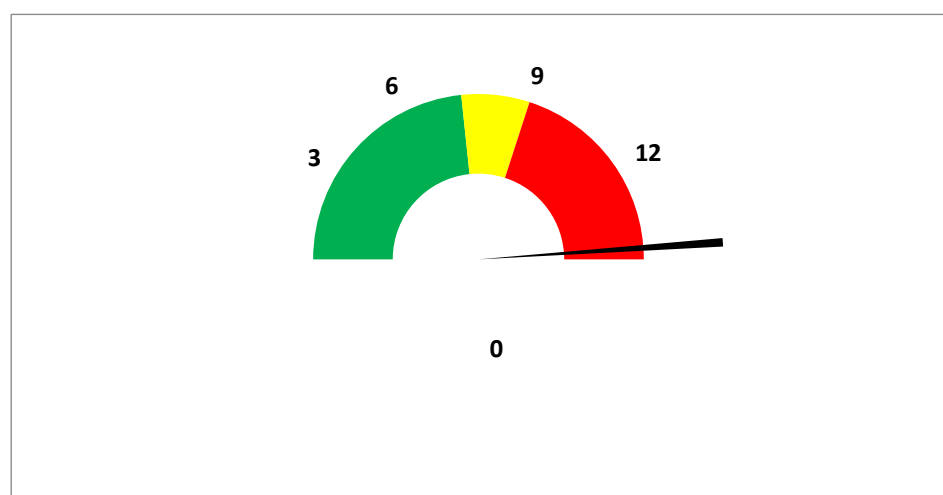
Materials - It does not include Equipment Rental & Small Tools

Advertising Expense - MTD & YTD

0 - 6.99 (Out Perform)

7 - 9 (Perform)

9.01 - 15 (Under Perform)



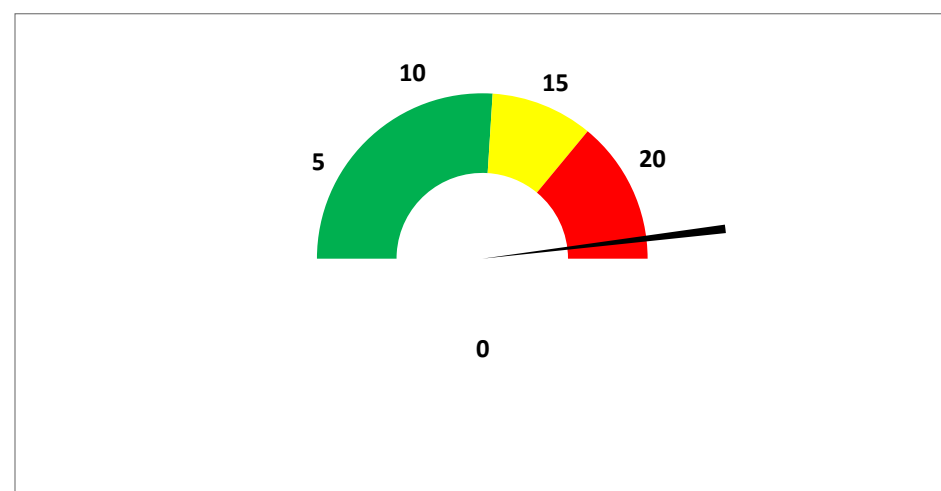
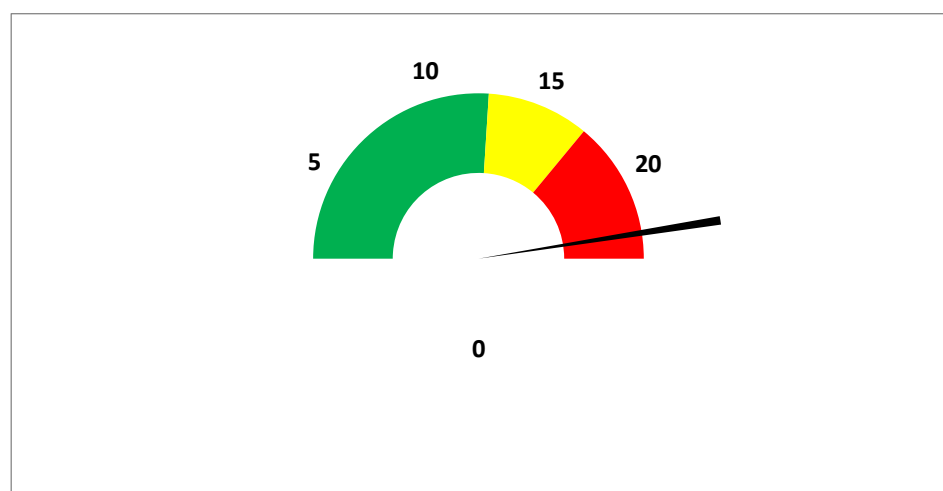
Marketing Expense - It does not Include Sales Wages, Taxes & Employee Benefit

Office Wages - MTD & YTD

0 - 12.99 (Out Perform)

13 - 18 (Perform)

18.01 - 25 (Under Perform)



Office Wages - It does not include Office Payroll taxes, Health Benefits and Retirement Benefits

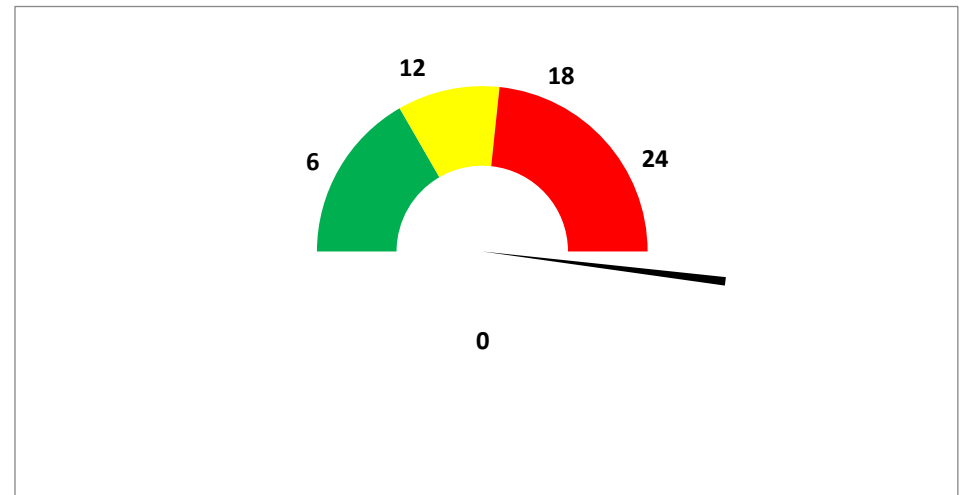
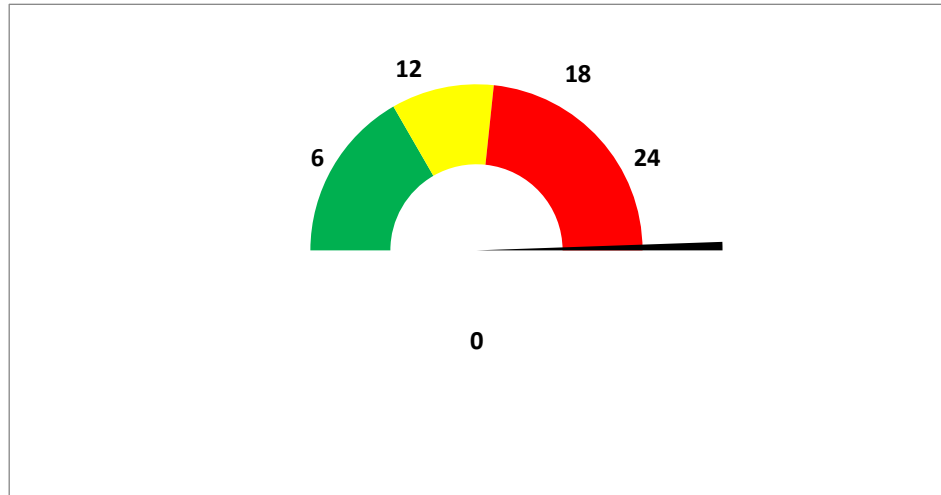
KPI Snap Shot versus Industry Averages - June 2023

General & Admin Expense - MTD & YTD

0 - 9.99 (Out Perform)

10 - 16 (Perform)

16.01 - 30 (Under Perform)

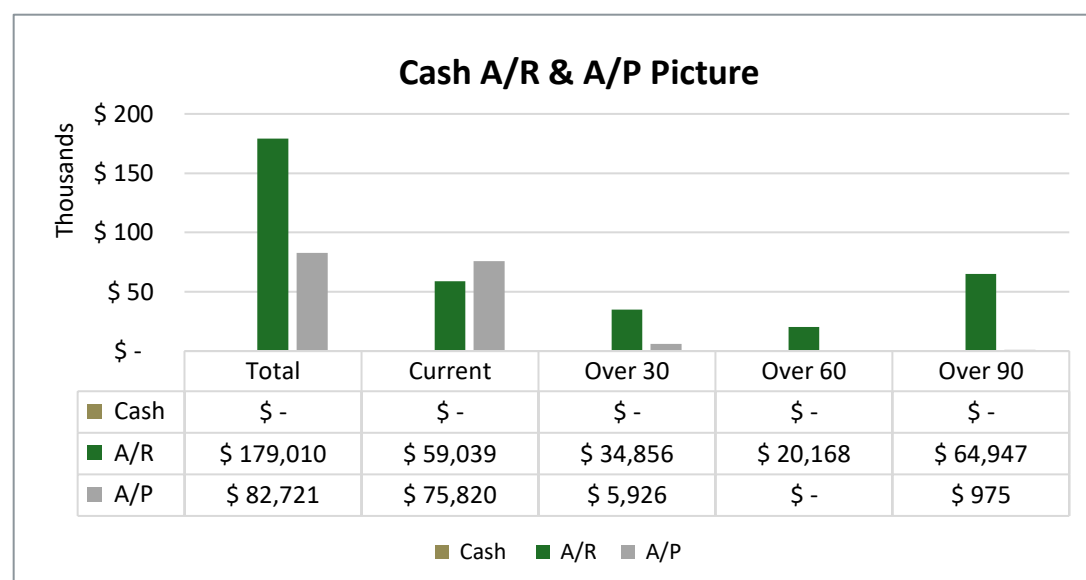


General & Admin Expense - It does not include Depreciation and Amortization and below Net Operating Income Items

Liquidity Picture - Can I Pay my Bills?

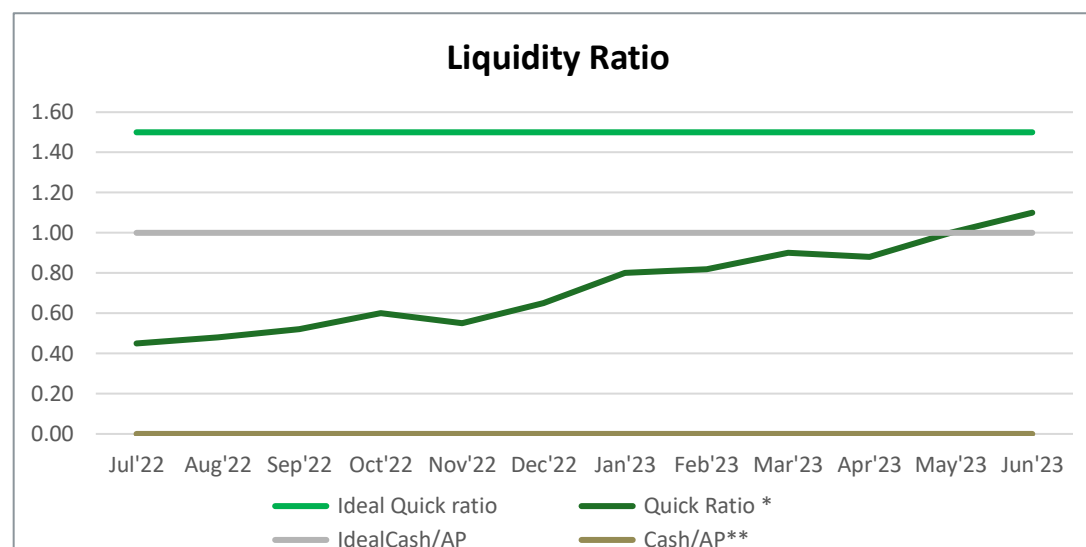
Cash A/R & A/P Picture

Description	Cash	A/R	A/P
Total	\$ -	\$ 179,010	\$ 82,721
Current	\$ -	\$ 59,039	\$ 75,820
Over 30	\$ -	\$ 34,856	\$ 5,926
Over 60	\$ -	\$ 20,168	\$ -
Over 90	\$ -	\$ 64,947	\$ 975



Liquidity Ratio

Month	Ideal Quick ratio	Quick Ratio *	IdealCash/AP	Cash/AP**
Jul'22	1.50	0.45	1.00	n/a
Aug'22	1.50	0.48	1.00	n/a
Sep'22	1.50	0.52	1.00	n/a
Oct'22	1.50	0.60	1.00	n/a
Nov'22	1.50	0.55	1.00	n/a
Dec'22	1.50	0.65	1.00	n/a
Jan'23	1.50	0.80	1.00	n/a
Feb'23	1.50	0.82	1.00	n/a
Mar'23	1.50	0.90	1.00	n/a
Apr'23	1.50	0.88	1.00	n/a
May'23	1.50	1.00	1.00	n/a
Jun'23	1.50	1.10	1.00	n/a



* **Quick Ratio:** Quick ratio Includes Cash+Accounts Receivable+Prepaid Expenses over Current Liabilities

** **Cash/AP:** Cash over Accounts Payable

A/R Aging Summary

As on Jun-23

Customer Name	Current	1 - 30	31 - 60	61 - 90	> 90	TOTAL
ABC Inc.	2,543.00	2,483.00	4,375.00	10,168.00	1,842.00	21,411.00
XYZ LLC	9,645.00	455.00	4,481.00	11,888.00	14,733.00	41,202.00
ABC LLP	14,320.00	8,242.00	14,004.00	1,499.00	1,745.00	39,810.00
DFG LLC	798.00	13,657.00	7,669.00	9,560.00	5,809.00	37,493.00
Total	27,306.00	24,837.00	30,529.00	33,115.00	24,129.00	139,916.00

A/P Aging Summary

As on Jun-23

Vendor Name	Current	1 - 30	31 - 60	61 - 90	> 90	TOTAL
Walmart	9,243.00	3,007.00	10,486.00	17,446.00	13,745.00	53,927.00
Costco	12,132.00	12,057.00	19,121.00	6,033.00	5,754.00	55,097.00
ABC LLP	18,980.00	11,288.00	5,536.00	17,185.00	13,682.00	66,671.00
Amazon	10,593.00	9,539.00	2,736.00	862.00	11,223.00	34,953.00
Netflix	9,588.00	7,367.00	7,923.00	12,063.00	10,486.00	47,427.00
YA Bookkeeper	15,700.00	15,635.00	10,786.00	17,112.00	6,972.00	66,205.00
ABC Car Repaire	15,403.00	8,094.00	18,401.00	7,514.00	14,563.00	63,975.00
Digitech Solutions LLP	12,623.00	3,324.00	4,655.00	1,511.00	12,523.00	34,636.00
A. Gosh	3,397.00	15,180.00	18,717.00	7,679.00	7,671.00	52,644.00
AAA LLC	18,844.00	19,528.00	13,682.00	13,584.00	1,049.00	66,687.00
123 Stop	2,906.00	6,361.00	3,872.00	13,722.00	10,367.00	37,228.00
Dominos	4,141.00	4,502.00	16,673.00	4,141.00	515.00	29,972.00
Apple INC	11,084.00	15,152.00	18,815.00	17,528.00	17,399.00	79,978.00
Total	144,634.00	131,034.00	151,403.00	136,380.00	125,949.00	689,400.00

Profit & Loss Comp. to Prior YTD & MTD: Detailed

YTD Jun-23		YTD Jun-22		Change			Description	MTD Jun-23		MTD Jun-22			Change					
Actual	% of Income	Actual	% of Income	Change	% Change			Actual	% of Income	Actual	% of Income		Change	% Change				
							40000 Revenues											
							41000 Revenue 1											
\$	152,395	29.36%	\$	139,783	36.93%	\$	12,612	9.02%	41001 Round 1	\$	155	0.09%	\$	1,226	0.93%	\$	-1,072	-87.38%
\$	161,772	31.17%	\$	145,491	38.44%	\$	16,281	11.19%	41002 Round 2	\$	24,895	13.94%	\$	65,645	49.58%	\$	-40,750	-62.08%
\$	100,722	19.41%	\$	29,869	7.89%	\$	70,854	237.22%	41003 Round 3	\$	100,672	56.36%	\$	29,543	22.31%	\$	71,129	240.76%
\$	-	0.00%	\$	182	0.05%	\$	-182	-100.00%	41004 Round 4	\$	-	0.00%	\$	-	0.00%	\$	-	N/A
\$	-	0.00%	\$	403	0.11%	\$	-403	-100.00%	41005 Round 5	\$	-	0.00%	\$	254	0.19%	\$	-254	-100.00%
\$	6,895	1.33%	\$	2,541	0.67%	\$	4,354	171.36%	41006 Other Revenue 1	\$	5,006	2.80%	\$	478	0.36%	\$	4,528	N/A
\$	421,783	81.27%	\$	318,267	84.09%	\$	103,516	32.52%	Total 41000 Revenue 1	\$	130,727	73.18%	\$	97,145	73.38%	\$	33,582	34.57%
							42000 Revenue 2											
\$	2,297	0.44%	\$	2,538	0.67%	\$	-241	-9.49%	42001 Round 1	\$	1,382	0.77%	\$	2,206	1.67%	\$	-824	-37.36%
\$	288	0.06%	\$	238	0.06%	\$	50	20.93%	42002 Round 2	\$	288	0.16%	\$	238	0.18%	\$	50	20.93%
\$	288	0.06%	\$	238	0.06%	\$	50	20.93%	42099 Other Revenue 2	\$	288	0.16%	\$	238	0.18%	\$	50	20.93%
\$	2,585	0.50%	\$	2,776	0.73%	\$	-191	-6.88%	Total 42000 Revenue 2	\$	1,670	0.93%	\$	2,444	1.85%	\$	-775	-31.69%
							43000 Revenue 3											
\$	10,342	1.99%	\$	10,442	2.76%	\$	-100	-0.96%	43001 Round 1	\$	2,648	1.48%	\$	5,043	3.81%	\$	-2,395	-47.49%
\$	3,984	0.77%	\$	1,015	0.27%	\$	2,969	292.44%	43002 Round 2	\$	3,984	2.23%	\$	1,015	0.77%	\$	2,969	292.44%
\$	-	0.00%	\$	299	0.08%	\$	-299	-100.00%	43099 Other Revenue 3	\$	-	0.00%	\$	199	0.15%	\$	-199	-100.00%
\$	14,326	2.76%	\$	11,756	3.11%	\$	2,570	21.86%	Total 43000 Revenue 3	\$	6,632	3.71%	\$	6,258	4.73%	\$	375	5.99%
							44000 Revenue 4											
\$	3,405	0.66%	\$	330	0.09%	\$	3,075	N/A	44001 Round 1	\$	-	0.00%	\$	264	0.20%	\$	-264	-100.00%
\$	14,364	2.77%	\$	15,571	4.11%	\$	-1,206	-7.75%	44002 Round 2	\$	-	0.00%	\$	-	0.00%	\$	-	N/A
\$	7,983	1.54%	\$	4,410	1.16%	\$	3,574	81.05%	44003 Round 3	\$	-	0.00%	\$	-	0.00%	\$	-	N/A
\$	4,138	0.80%	\$	-	0.00%	\$	4,138	N/A	44004 Round 4	\$	3,185	1.78%	\$	-	0.00%	\$	3,185	N/A
\$	26,465	5.10%	\$	9,428	2.49%	\$	17,037	180.72%	44005 Round 5	\$	26,465	14.82%	\$	9,038	6.83%	\$	17,427	192.83%
\$	5,364	1.03%	\$	-	0.00%	\$	5,364	N/A	44006 Round 6	\$	2,605	1.46%	\$	-	0.00%	\$	2,605	N/A
\$	10,047	1.94%	\$	7,613	2.01%	\$	2,433	31.96%	44007 Round 7	\$	3,123	1.75%	\$	4,187	3.16%	\$	-1,064	-25.42%
\$	75	0.01%	\$	966	0.26%	\$	-891	-92.24%	44008 Round 8	\$	25	0.01%	\$	476	0.36%	\$	-451	-94.75%
\$	681	0.13%	\$	1,441	0.38%	\$	-760	-52.75%	44009 Round 9	\$	484	0.27%	\$	763	0.58%	\$	-279	-36.59%
\$	43,350	8.35%	\$	21,031	5.56%	\$	22,319	106.13%	44010 Round 10	\$	5,417	3.03%	\$	10,221	7.72%	\$	-4,804	-47.00%
\$	2,102	0.40%	\$	175	0.05%	\$	1,927	N/A	44099 Other Revenue 4	\$	1,927	1.08%	\$	-	0.00%	\$	1,927	N/A
\$	140,434	27.06%	\$	78,690	20.79%	\$	61,744	78.47%	Total 44000 Revenue 4	\$	56,021	31.36%	\$	34,502	26.06%	\$	21,519	62.37%
							49000 Contra Revenue Accounts											
\$	-9,405	-1.81%	\$	-1,783	-0.47%	\$	-7,622	-427.48%	49001 Refunds and Exchange	\$	-2,763	-1.55%	\$	1,233	0.93%	\$	-3,996	-323.99%
\$	-52	-0.01%	\$	-91	-0.02%	\$	40	43.42%	49002 Bad Debt	\$	-	0.00%	\$	6	0.00%	\$	-6	-100.00%
\$	-50,687	-9.77%	\$	-26,172	-6.91%	\$	-24,515	-93.67%	49003 Discounts	\$	-13,653	-7.64%	\$	-9,130	-6.90%	\$	-4,523	-49.54%
\$	-	0.00%	\$	-4,938	-1.30%	\$	4,938	100.00%	49099 Other Revenue	\$	-	0.00%	\$	-65	-0.05%	\$	65	100.00%
\$	-60,144	-11.59%	\$	-32,984	-8.71%	\$	-27,160	-82.34%	Total 49000 Contra Revenue Accounts	\$	-16,416	-9.19%	\$	-7,956	-6.01%	\$	-8,460	-106.34%
\$	518,985	100.00%	\$	378,505	100.00%	\$	140,480	37.11%	Total 40000 Revenues	\$	178,634	100.00%	\$	132,393	100.00%	\$	46,241	34.93%
\$	518,985	100.00%	\$	378,505	100.00%	\$	140,480	37.11%	Total Income	\$	178,634	100.00%	\$	132,393	100.00%	\$	46,241	34.93%
							Cost of Goods Sold											
							50000 Cost of Goods Sold											
							51000 Direct Labor											
\$	50,878	9.80%	\$	45,385	11.99%	\$	5,493	12.10%	51001 Service Wages Regular	\$	15,570	8.72%	\$	16,015	12.10%	\$	-444	-2.77%
\$	9,793	1.89%	\$	6,116	1.62%	\$	3,676	60.11%	51002 Service Wages OT	\$	3,664	2.05%	\$	2,315	1.75%	\$	1,349	58.26%
\$	1,460	0.28%	\$	2,081	0.55%	\$	-621	-29.85%	51003 Service Wages Bonus	\$	62	0.03%	\$	43	0.03%	\$	19	43.96%
\$	9,408	1.81%	\$	6,754	1.78%	\$	2,654	39.30%	51004 Direct Labor Payroll Taxes	\$	2,933	1.64%	\$	2,819	2.13%	\$	113	4.02%
\$	542	0.10%	\$	415	0.11%	\$	128	30.77%	51005 Direct Benefits 401K	\$	165	0.09%	\$	121	0.09%	\$	44	35.91%
\$	-	0.00%	\$	125	0.03%	\$	-125	-100.00%	51099 Subcontractor Direct	\$	-	0.00%	\$	-	0.00%	\$	-	N/A
\$	72,080	13.89%	\$	60,876	16.08%	\$	11,205	18.41%	Total 51000 Direct Labor	\$	22,394	12.54%	\$	21,313	16.10%	\$	1,080	5.07%
							52000 Auto Direct											
\$	12,828	2.47%	\$	11,999	3.17%	\$	829	6.91%	52001 Auto Lease Expense	\$	2,138	1.20%	\$	2,138	1.61%	\$	-	0.00%
\$	13,610	2.62%	\$	17,894	4.73%	\$	-4,283	-23.94%	52002 Auto Fuel Expense	\$	4,067	2.28%	\$	3,572	2.70%	\$	496	13.87%
\$	5,282	1.02%	\$	3,198	0.84%	\$	2,085	65.19%	52003 Auto Maintenance Expense	\$	85	0.05%	\$	1,321	1.00%	\$	-1,236	-93.55%
\$	119	0.02%	\$	184	0.05%	\$	-65	-35.23%	52004 Auto Repair Expense	\$	-	0.00%	\$	-	0.00%	\$	-	N/A
\$	4,886	0.94%	\$	9,708	2.56%	\$	-4,822	-49.67%	52005 Auto Insurance	\$	1,135	0.64%	\$	-	0.00%	\$	1,135	N/A
\$	-	0.00%	\$	346	0.09%	\$	-346	-100.00%	52006 Auto Registration	\$	-	0.00%	\$	-	0.00%	\$	-	N/A
\$	50	0.01%	\$	-	0.00%	\$	50	N/A	52007 Tolls and Parking	\$	10	0.01%	\$	-	0.00%	\$	10	N/A
\$	335	0.06%	\$	1,972	0.52%	\$	-1,638	-83.03%	52099 Auto Other	\$	200	0.11%	\$	-	0.00%	\$	200	N/A
\$	37,111	7.15%	\$	45,301	11.97%	\$	-8,190	-18.08%	Total 52000 Auto Direct	\$	7,636	4.27%	\$	7,031	5.31%	\$	605	8.61%
							53000 Materials											
\$	112,438	21.67%	\$	33,841	8.94%	\$	78,597	232.25%	53050 Material 1	\$	56,381	31.56%	\$	20,113	15.19%	\$	36,268	180.33%
\$	1,664	0.32%	\$	5,430	1.43%	\$	-3,766	-69.35%	53100 Material 2	\$	-	0.00%	\$	5,150	3.89%	\$	-5,150	-100.00%
\$	2,685	0.52%	\$	1,817	0.48%	\$	867	47.73%	53150 Material 3	\$	344	0.19%	\$	66	0.05%	\$	278	418.73%
\$	212	0.04%	\$	1,338	0.35%	\$	-1,125	-84.12%	53200 Material 4	\$	16	0.01%	\$	41	0.03%	\$	-26	-62.35%
\$	243	0.05%	\$	-	0.00%	\$	243	N/A	53250 Material 5	\$	-	0.00%	\$	-				

Profit & Loss Comp. to Prior YTD & MTD: Detailed

YTD Jun-23		YTD Jun-22		Change		Description	MTD Jun-23		MTD Jun-22		Change	
Actual	% of Income	Actual	% of Income	Change	% Change		Actual	% of Income	Actual	% of Income	Change	% Change
\$ -	0.00%	\$ 485	0.13%	\$ -485	-100.00%	65008 Advertising AMA	\$ -	0.00%	\$ -	0.00%	\$ -	N/A
\$ 1,282	0.25%	\$ 1,064	0.28%	\$ 218	20.46%	65009 Business Promotion	\$ 67	0.04%	\$ 522	0.39%	\$ -454	-87.07%
\$ 1,362	0.26%	\$ 1,090	0.29%	\$ 272	24.95%	65099 Advertising Other Expense	\$ -	0.00%	\$ -	0.00%	\$ -	N/A
\$ 39,691	7.65%	\$ 50,201	13.26%	\$ -10,510	-20.94%	Total 65000 Marketing / Advertising Expenses	\$ 1,855	1.04%	\$ 12,332	9.31%	\$ -10,477	-84.96%
\$ 39,691	7.65%	\$ 50,201	13.26%	\$ -10,510	-20.94%	Total 60000 Selling and Advertising/Marketing	\$ 1,855	1.04%	\$ 12,332	9.31%	\$ -10,477	-84.96%
						70000 General and Admin Expenses						
						71000 Office and Admin Wages						
\$ 14,000	2.70%	\$ 16,000	4.23%	\$ -2,000	-12.50%	71001 Corporate Wages	\$ 4,000	2.24%	\$ 4,500	3.40%	\$ -500	-11.11%
\$ 47,735	9.20%	\$ 19,109	5.05%	\$ 28,626	149.80%	71002 Office Wages	\$ 6,885	3.85%	\$ 3,091	2.33%	\$ 3,795	122.78%
\$ 59	0.01%	\$ 312	0.08%	\$ -253	-81.06%	71003 Office Wage OT	\$ 14	0.01%	\$ 33	0.03%	\$ -20	-59.01%
\$ -	0.00%	\$ 1,802	0.48%	\$ -1,802	-100.00%	71004 Office Bonus	\$ -	0.00%	\$ -	0.00%	\$ -	N/A
\$ 9,546	1.84%	\$ 6,230	1.65%	\$ 3,316	53.22%	71005 Corp / Office P/R Taxes	\$ 1,664	0.93%	\$ 1,214	0.92%	\$ 450	37.08%
\$ -	0.00%	\$ 2,851	0.75%	\$ -2,851	-100.00%	71006 Office Health Benefits	\$ -	0.00%	\$ 2,851	2.15%	\$ -2,851	-100.00%
\$ 796	0.15%	\$ 790	0.21%	\$ 7	0.84%	71099 Office 401K	\$ 314	0.18%	\$ 203	0.15%	\$ 112	55.10%
\$ 72,135	13.90%	\$ 47,472	12.54%	\$ 24,664	51.95%	Total 71000 Office and Admin Wages	\$ 12,878	7.21%	\$ 12,270	9.27%	\$ 607	4.95%
						72000 Management/Supervisor Wages						
\$ 14,000	2.70%	\$ 16,000	4.23%	\$ -2,000	-12.50%	72001 Management Wages	\$ 4,000	2.24%	\$ 4,500	3.40%	\$ -500	-11.11%
\$ 47,735	9.20%	\$ 19,109	5.05%	\$ 28,626	149.80%	72002 Supervisor Wages	\$ 6,885	3.85%	\$ 3,091	2.33%	\$ 3,795	122.78%
\$ 59	0.01%	\$ 312	0.08%	\$ -253	-81.06%	72003 Mgt/Super OT	\$ 14	0.01%	\$ 33	0.03%	\$ -20	-59.01%
\$ -	0.00%	\$ 1,802	0.48%	\$ -1,802	-100.00%	72004 Mgt / Super Bonus	\$ -	0.00%	\$ -	0.00%	\$ -	N/A
\$ -	0.00%	\$ 379	0.10%	\$ -379	-100.00%	72005 Mgt / Super Commission	\$ -	0.00%	\$ 379	0.29%	\$ -379	-100.00%
\$ 9,546	1.84%	\$ 6,230	1.65%	\$ 3,316	53.22%	72006 Magt / Super P/R Taxes	\$ 1,664	0.93%	\$ 1,214	0.92%	\$ 450	37.08%
\$ -	0.00%	\$ 2,851	0.75%	\$ -2,851	-100.00%	72007 Mgt / Super Health Benefits	\$ -	0.00%	\$ 2,851	2.15%	\$ -2,851	-100.00%
\$ 796	0.15%	\$ 790	0.21%	\$ 7	0.84%	72099 Mgt / Super 401K	\$ 314	0.18%	\$ 203	0.15%	\$ 112	55.10%
\$ 72,135	13.90%	\$ 47,472	12.54%	\$ 24,664	51.95%	Total 72000 Management/Supervisor Wages	\$ 12,878	7.21%	\$ 12,270	9.27%	\$ 607	4.95%
						73000 General and Admin Other						
\$ 11,490	2.21%	\$ 8,975	2.37%	\$ 2,515	28.02%	73001 Office Rent	\$ 1,915	1.07%	\$ 1,825	1.38%	\$ 90	4.93%
\$ 3,154	0.61%	\$ 10,714	2.83%	\$ -7,560	-70.57%	73002 Office Supplies	\$ 544	0.30%	\$ 839	0.63%	\$ -294	-35.11%
\$ -	0.00%	\$ 17	0.00%	\$ -17	-100.00%	73003 Building Repair	\$ -	0.00%	\$ -	0.00%	\$ -	N/A
\$ 511	0.10%	\$ 188	0.05%	\$ 324	172.26%	73004 Office Postage	\$ -	0.00%	\$ 1	0.00%	\$ -1	-100.00%
\$ 7,318	1.41%	\$ 102	0.03%	\$ 7,216	N/A	73005 Office Computer Expense	\$ 945	0.53%	\$ -	0.00%	\$ 945	N/A
\$ -	0.00%	\$ 368	0.10%	\$ -368	-100.00%	73006 Hiring Expenses	\$ -	0.00%	\$ 143	0.11%	\$ -143	-100.00%
\$ 145	0.03%	\$ -	0.00%	\$ 145	N/A	73007 Training	\$ 10	0.01%	\$ -	0.00%	\$ 10	N/A
\$ 13,327	2.57%	\$ 75	0.02%	\$ 13,252	N/A	73008 Professional fees Accounting	\$ 800	0.45%	\$ 75	0.06%	\$ 725	N/A
\$ 1,127	0.22%	\$ 844	0.22%	\$ 283	33.48%	73009 Professional Fees Payroll Preparation Fees	\$ 119	0.07%	\$ 123	0.09%	\$ -3	-2.66%
\$ -	0.00%	\$ -	0.00%	\$ -	N/A	73010 Professional Fees Legal	\$ -	0.00%	\$ -	0.00%	\$ -	N/A
\$ -	0.00%	\$ -	0.00%	\$ -	N/A	73011 Professional Fees Consultant	\$ -	0.00%	\$ -	0.00%	\$ -	N/A
\$ 16	0.00%	\$ 646	0.17%	\$ -630	-97.46%	73012 Collection Fees	\$ -	0.00%	\$ 21	0.02%	\$ -21	-100.00%
\$ 1,440	0.28%	\$ 50	0.01%	\$ 1,390	N/A	73013 Dues & Subscriptions	\$ 657	0.37%	\$ 10	0.01%	\$ 647	N/A
\$ 100	0.02%	\$ 102	0.03%	\$ -2	-1.96%	73014 Donations	\$ -	0.00%	\$ -	0.00%	\$ -	N/A
\$ 4,768	0.92%	\$ 4,624	1.22%	\$ 144	3.11%	73015 Travel	\$ 299	0.17%	\$ 1,613	1.22%	\$ -1,314	-81.47%
\$ 16	0.00%	\$ -	0.00%	\$ 16	N/A	73016 Entertainment	\$ -	0.00%	\$ -	0.00%	\$ -	N/A
\$ 1,937	0.37%	\$ 3,124	0.83%	\$ -1,187	-38.00%	73017 Meals	\$ 199	0.11%	\$ 857	0.65%	\$ -658	-76.77%
\$ 3,457	0.67%	\$ 5,790	1.53%	\$ -2,333	-40.30%	73018 Utilities	\$ 591	0.33%	\$ 861	0.65%	\$ -269	-31.31%
\$ 131	0.03%	\$ -	0.00%	\$ 131	N/A	73019 Late Fees	\$ 50	0.03%	\$ -	0.00%	\$ 50	N/A
\$ 503	0.10%	\$ -	0.00%	\$ 503	N/A	73020 Garbage Removal	\$ 120	0.07%	\$ -	0.00%	\$ 120	N/A
\$ -	0.00%	\$ -80	-0.02%	\$ 80	100.00%	73021 Expense Reimbursement	\$ -	0.00%	\$ -	0.00%	\$ -	N/A
\$ 2,642	0.51%	\$ 2,456	0.65%	\$ 186	7.57%	73022 Telephone Expense	\$ 539	0.30%	\$ 624	0.47%	\$ -85	-13.65%
\$ 2,439	0.47%	\$ 1,603	0.42%	\$ 836	52.12%	73023 Wireless Communications	\$ 244	0.14%	\$ 251	0.19%	\$ -7	-2.62%
\$ -3	0.00%	\$ 295	0.08%	\$ -298	-100.89%	73024 Bank Service Charge	\$ -	0.00%	\$ 20	0.02%	\$ -20	-100.00%
\$ 946	0.18%	\$ 7,241	1.91%	\$ -6,296	-86.94%	73025 Credit Card Charges	\$ 31	0.02%	\$ 2,050	1.55%	\$ -2,019	-98.49%
\$ -	0.00%	\$ -	0.00%	\$ -	N/A	73026 Interest Loan	\$ -	0.00%	\$ -	0.00%	\$ -	N/A
\$ -	0.00%	\$ -	0.00%	\$ -	N/A	73027 Amortization Expense	\$ -	0.00%	\$ -	0.00%	\$ -	N/A
\$ -	0.00%	\$ -	0.00%	\$ -	N/A	73028 Depreciation Expense	\$ -	0.00%	\$ -	0.00%	\$ -	N/A
\$ -	0.00%	\$ 3,770	1.00%	\$ -3,770	-100.00%	73099 Miscellaneous Expenses	\$ -	0.00%	\$ 67	0.05%	\$ -67	-100.00%
\$ 133,793	25.78%	\$ 111,485	29.45%	\$ 22,309	20.01%	Total 73000 General and Admin Other	\$ 29,938	16.76%	\$ 17,294	13.06%	\$ 12,645	73.12%
\$ 205,929	39.68%	\$ 158,957	42.00%	\$ 46,972	29.55%	Total 70000 General and Admin Expenses	\$ 42,816	23.97%	\$ 29,564	22.33%	\$ 13,252	44.82%
\$ 245,620	47.33%	\$ 209,158	55.26%	\$ 36,462	17.43%	Total Expenses	\$ 44,671	25.01%	\$ 41,896	31.65%	\$ 2,775	6.62%
\$ 39,229	7.56%	\$ 8,692	2.30%	\$ 30,537	351.33%	Net Operating Income	\$ 46,006	25.75%	\$ 33,930	25.63%	\$ 12,077	35.59%
						Other Income						
						80000 Other Income						
\$ -	0.00%	\$ -	0.00%	\$ -	N/A	80001 Other Income	\$ -	0.00%	\$ -	0.00%	\$ -	N/A
\$ -	0.00%	\$ -	0.00%	\$ -	N/A	80002 Interest Income	\$ -	0.00%	\$ -	0.00%	\$ -	N/A
\$ -	0.00%	\$ -	0.00%	\$ -	N/A	80003 Gain/Loss on Sale of Fixed	\$ -	0.00%	\$ -	0.00%	\$ -	N/A
\$ -	0.00%	\$ -	0.00%	\$ -	N/A	80099 Dividend Income	\$ -	0.00%	\$ -	0.00%	\$ -	N/A
\$ -	0.00%	\$ -	0.00%	\$ -	N/A	Total 80000 Other Income	\$ -	0.00%	\$ -	0.00%	\$ -	N/A
\$ -	0.00%	\$ -	0.00%	\$ -	N/A	Total Other Income	\$ -	0.00%	\$ -	0.00%	\$ -	N/A
						Other Expenses						
						90000 Other Expenses						
\$ -	0.00%	\$ -	0.00%	\$ -	N/A	90001 Other Expense	\$ -	0.00%	\$ -	0.00%	\$ -	N/A
\$ -	0.00%	\$ -	0.00%	\$ -	N/A	90002 Federal Taxes	\$ -	0.00%	\$ -	0.00%	\$ -	N/A
\$ 347	0.07%	\$ 1,603	0.42%	\$ -1,256	-78.35%	90003 State Corp Taxes	\$ -	0.00%	\$ -	0.00%	\$ -	N/A
\$ 25	0.00%	\$ 15	0.00%	\$ 10	66.67%	90004 Fines	\$ -	0.00%	\$ -	0.00%	\$ -	N/A
\$ -	0.00%	\$ -	0.00%	\$ -	N/A	90005 Property Taxes	\$ -	0.00%	\$ -	0.00%	\$ -	N/A
\$ -	0.00%	\$ -	0.00%	\$ -	N/A	99099 Other Tax	\$ -	0.00%	\$ -	0.00%	\$ -	N/A
\$ 372	0.07%	\$ 1,618	0.43%	\$ -1,246	-77.00%	Total 90000 Other Expenses	\$ -	0.00%	\$ -	0.00%	\$ -	N/A
\$ 372	0.07%	\$ 1,618	0.43%	\$ -1,246	-77.00%	Total Other Expenses	\$ -	0.00%	\$ -	0.00%	\$ -	N/A
\$ -372	-0.07%	\$ -1,618	-0.43%	\$ 1,246	77.00%	Net Other Income	\$ -	0.00%	\$ -	0.00%	\$ -	N/A
\$ 38,857	7.49%	\$ 7,074	1.87%	\$ 31,783	449.31%	Net Income	\$ 46,006	25.75%	\$ 33,930	25.63%	\$ 12,077	35.59%

Profit & Loss by Month_YTD Jun-23: Detailed

Description	Jan-23	Feb-23	Mar-23	Apr-23	May-23	Jun-23	Total
Income	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
40000 Revenues							
41000 Revenue 1							
41001 Round 1	\$ 3,249	\$ 3,263	\$ 1,112	\$ 2,620	\$ 4,646	\$ 3,270	\$ 18,160
41002 Round 2	\$ 4,310	\$ 4,457	\$ 4,693	\$ 4,278	\$ 4,515	\$ 2,305	\$ 24,558
41003 Round 3	\$ 1,625	\$ 2,816	\$ 2,659	\$ 1,867	\$ 2,587	\$ 3,753	\$ 15,307
41004 Round 4	\$ 3,960	\$ 3,705	\$ 1,679	\$ 1,860	\$ 3,214	\$ 4,584	\$ 19,002
41005 Round 5	\$ 2,457	\$ 3,055	\$ 1,465	\$ 3,932	\$ 1,236	\$ 4,029	\$ 16,174
41006 Other Revenue 1	\$ 3,671	\$ 3,653	\$ 2,039	\$ 2,737	\$ 3,800	\$ 2,470	\$ 18,370
Total 41000 Revenue 1	\$ 19,272	\$ 20,949	\$ 13,647	\$ 17,294	\$ 19,998	\$ 20,411	\$ 111,571
42000 Revenue 2							
42001 Round 1	\$ 2,789	\$ 5,877	\$ 5,610	\$ 3,937	\$ 5,343	\$ 4,084	\$ 27,640
42002 Round 2	\$ 3,434	\$ 4,048	\$ 1,748	\$ 2,957	\$ 5,829	\$ 4,870	\$ 22,886
42099 Other Revenue 2	\$ 3,434	\$ 4,048	\$ 1,748	\$ 2,957	\$ 5,829	\$ 4,870	\$ 22,886
Total 42000 Revenue 2	\$ 9,657	\$ 13,973	\$ 9,106	\$ 9,851	\$ 17,001	\$ 13,824	\$ 73,412
43000 Revenue 3							
43001 Round 1	\$ 3,057	\$ 3,878	\$ 1,580	\$ 4,161	\$ 3,240	\$ 5,314	\$ 21,230
43002 Round 2	\$ 5,407	\$ 2,239	\$ 2,610	\$ 3,580	\$ 2,099	\$ 2,231	\$ 18,166
43099 Other Revenue 3	\$ 5,087	\$ 5,638	\$ 5,314	\$ 4,017	\$ 3,948	\$ 4,041	\$ 28,045
Total 43000 Revenue 3	\$ 13,551	\$ 11,755	\$ 9,504	\$ 11,758	\$ 9,287	\$ 11,586	\$ 67,441
44000 Revenue 4							
44001 Round 1	\$ 2,313	\$ 2,857	\$ 1,991	\$ 3,900	\$ 4,729	\$ 1,925	\$ 17,715
44002 Round 2	\$ 1,764	\$ 3,413	\$ 2,120	\$ 5,571	\$ 3,329	\$ 4,768	\$ 20,965
44003 Round 3	\$ 2,873	\$ 3,440	\$ 4,962	\$ 3,086	\$ 4,696	\$ 3,693	\$ 22,750
44004 Round 4	\$ 3,348	\$ 2,128	\$ 3,293	\$ 2,973	\$ 4,168	\$ 3,717	\$ 19,627
44005 Round 5	\$ 2,757	\$ 5,721	\$ 4,747	\$ 4,773	\$ 2,187	\$ 1,957	\$ 22,142
44006 Round 6	\$ 4,265	\$ 3,892	\$ 4,452	\$ 4,029	\$ 3,818	\$ 2,237	\$ 22,693
44007 Round 7	\$ 5,108	\$ 5,632	\$ 1,546	\$ 3,792	\$ 1,547	\$ 4,495	\$ 22,120
44008 Round 8	\$ 4,644	\$ 2,292	\$ 3,393	\$ 2,101	\$ 3,589	\$ 3,778	\$ 19,797
44009 Round 9	\$ 4,885	\$ 3,322	\$ 2,088	\$ 2,764	\$ 4,660	\$ 5,990	\$ 23,709
44010 Round 10	\$ 3,547	\$ 2,350	\$ 5,083	\$ 2,737	\$ 1,974	\$ 5,975	\$ 21,666
44099 Other Revenue 4	\$ 1,589	\$ 5,781	\$ 3,203	\$ 5,319	\$ 4,609	\$ 3,279	\$ 23,780
Total 44000 Revenue 4	\$ 37,093	\$ 40,828	\$ 36,878	\$ 41,045	\$ 39,306	\$ 41,814	\$ 236,964
49000 Contra Revenue Accounts							
49001 Refunds and Exchange	\$ 4,976	\$ 3,604	\$ 1,642	\$ 1,954	\$ 2,780	\$ 5,426	\$ 20,382
49002 Bad Debt	\$ 2,983	\$ 2,394	\$ 2,944	\$ 4,084	\$ 5,356	\$ 5,656	\$ 23,417
49003 Discounts	\$ 3,230	\$ 5,290	\$ 5,409	\$ 4,245	\$ 3,741	\$ 2,658	\$ 24,573
49099 Other Revenue	\$ 5,201	\$ 1,504	\$ 4,727	\$ 5,762	\$ 5,267	\$ 4,696	\$ 27,157
Total 49000 Contra Revenue Accounts	\$ 16,390	\$ 12,792	\$ 14,722	\$ 16,045	\$ 17,144	\$ 18,436	\$ 95,529
Total 40000 Revenues	\$ 95,963	\$ 100,297	\$ 83,857	\$ 95,993	\$ 102,736	\$ 106,071	\$ 584,917
Total Income	\$ 95,963	\$ 100,297	\$ 83,857	\$ 95,993	\$ 102,736	\$ 106,071	\$ 584,917
Cost of Goods Sold							
50000 Cost of Goods Sold							
51000 Direct Labor							
51001 Service Wages Regular	\$ 10,420	\$ 16,540	\$ 13,510	\$ 15,879	\$ 14,730	\$ 10,310	\$ 81,389
51002 Service Wages OT	\$ 1,587	\$ 811	\$ 1,593	\$ 1,950	\$ 1,560	\$ 1,634	\$ 9,135
51003 Service Wages Bonus	\$ 5,587	\$ 973	\$ 1,645	\$ 1,288	\$ 1,507	\$ 1,285	\$ 12,285
51004 Direct Labor Payroll Taxes	\$ 1,408	\$ 1,466	\$ 1,340	\$ 1,529	\$ 1,424	\$ 1,058	\$ 8,225
51005 Direct Benefits 401K	\$ 352	\$ 366	\$ 335	\$ 382	\$ 356	\$ 265	\$ 2,056
51099 Subcontractor Direct	\$ 176	\$ 183	\$ 167	\$ 191	\$ 178	\$ 132	\$ 1,028
Total 51000 Direct Labor	\$ 19,529	\$ 20,340	\$ 18,590	\$ 21,220	\$ 19,755	\$ 14,684	\$ 114,118
52000 Auto Direct							
52001 Auto Lease Expense	\$ 1,220	\$ 1,185	\$ 946	\$ 1,038	\$ 1,494	\$ 1,360	\$ 7,243
52002 Auto Fuel Expense	\$ 1,349	\$ 1,489	\$ 989	\$ 748	\$ 704	\$ 625	\$ 5,904
52003 Auto Maintenance Expense	\$ 1,180	\$ 1,211	\$ 720	\$ 1,459	\$ 928	\$ 658	\$ 6,156
52004 Auto Repair Expense	\$ 513	\$ 1,143	\$ 986	\$ 584	\$ 1,180	\$ 919	\$ 5,325
52005 Auto Insurance	\$ 1,253	\$ 687	\$ 1,088	\$ 1,491	\$ 602	\$ 1,252	\$ 6,373
52006 Auto Registration	\$ 797	\$ 1,356	\$ 1,293	\$ 1,166	\$ 741	\$ 835	\$ 6,188
52007 Tolls and Parking	\$ 826	\$ 545	\$ 990	\$ 1,292	\$ 1,240	\$ 701	\$ 5,594
52099 Auto Other	\$ 1,244	\$ 1,231	\$ 1,123	\$ 1,143	\$ 1,133	\$ 692	\$ 6,566
Total 52000 Auto Direct	\$ 8,382	\$ 8,847	\$ 8,135	\$ 8,921	\$ 8,022	\$ 7,042	\$ 49,349
53000 Materials							
53050 Meterial 1	\$ 1,346	\$ 3,028	\$ 3,494	\$ 3,049	\$ 3,027	\$ 2,995	\$ 16,939
53100 Meterial 2	\$ 1,928	\$ 2,505	\$ 1,646	\$ 2,272	\$ 3,487	\$ 2,025	\$ 13,863
53150 Meterial 3	\$ 1,331	\$ 1,875	\$ 2,680	\$ 1,307	\$ 3,758	\$ 1,032	\$ 11,983
53200 Meterial 4	\$ 3,731	\$ 1,529	\$ 3,775	\$ 2,874	\$ 3,733	\$ 3,854	\$ 19,496
53250 Meterial 5	\$ 1,906	\$ 1,134	\$ 3,644	\$ 2,969	\$ 3,767	\$ 2,290	\$ 15,710
53099 Other Materials	\$ 3,475	\$ 1,569	\$ 1,024	\$ 2,743	\$ 3,483	\$ 3,438	\$ 15,732
Total 53000 Materials	\$ 13,717	\$ 11,640	\$ 16,263	\$ 15,214	\$ 21,255	\$ 15,634	\$ 93,723
54000 Other Direct Exp							
54050 Workers Comp Expense	\$ 531	\$ 516	\$ 364	\$ 474	\$ 456	\$ 679	\$ 3,020
54100 Licenses	\$ 511	\$ 565	\$ 348	\$ 438	\$ 312	\$ 615	\$ 2,789
54150 Uniforms Expense	\$ 761	\$ 655	\$ 422	\$ 646	\$ 685	\$ 476	\$ 3,645
54200 Insurance Liability	\$ 636	\$ 356	\$ 600	\$ 561	\$ 641	\$ 525	\$ 3,319
54250 Damages Expense	\$ 571	\$ 329	\$ 405	\$ 698	\$ 326	\$ 393	\$ 2,722
54099 Other Direct Expense	\$ 327	\$ 503	\$ 737	\$ 408	\$ 781	\$ 441	\$ 3,197
Total 54000 Other Direct Exp	\$ 3,337	\$ 2,924	\$ 2,876	\$ 3,225	\$ 3,201	\$ 3,129	\$ 18,692
Total 50000 Cost of Goods Sold	\$ 44,965	\$ 43,751	\$ 45,864	\$ 48,580	\$ 52,233	\$ 40,489	\$ 275,882
Total Cost of Goods Sold	\$ 44,965	\$ 43,751	\$ 45,864	\$ 48,580	\$ 52,233	\$ 40,489	\$ 275,882

Profit & Loss by Month_YTD Jun-23: Detailed

Description	Jan-23	Feb-23	Mar-23	Apr-23	May-23	Jun-23	Total
Gross Profit	\$ 50,998	\$ 56,546	\$ 37,993	\$ 47,413	\$ 50,503	\$ 65,582	\$ 309,035
Expenses							
60000 Selling and Advertising/Marketing							
61000 Selling Wages							
61001 Sales Wages	\$ 861	\$ 491	\$ 762	\$ 989	\$ 1,012	\$ 1,111	\$ 5,226
61002 Sales Commission Regular	\$ 918	\$ 974	\$ 737	\$ 1,429	\$ 1,108	\$ 363	\$ 5,529
61003 Sales Bonus	\$ 1,292	\$ 1,191	\$ 1,476	\$ 925	\$ 707	\$ 836	\$ 6,427
61004 Sales Payroll Taxes	\$ 1,356	\$ 1,209	\$ 961	\$ 1,018	\$ 654	\$ 515	\$ 5,713
61005 Sales Health Benefit	\$ 717	\$ 1,064	\$ 487	\$ 737	\$ 397	\$ 1,212	\$ 4,614
60099 Sales 401K	\$ 1,332	\$ 959	\$ 1,494	\$ 686	\$ 1,309	\$ 317	\$ 6,097
Total 61000 Selling Wages	\$ 6,476	\$ 5,888	\$ 5,917	\$ 5,784	\$ 5,187	\$ 4,354	\$ 33,606
65000 Marketing / Advertising Expenses							
65001 Advertising Pay Per Click	\$ 441	\$ 712	\$ 353	\$ 333	\$ 473	\$ 362	\$ 2,674
65002 Advertising Print	\$ 483	\$ 530	\$ 781	\$ 405	\$ 745	\$ 437	\$ 3,381
65003 Advertising Internet	\$ 445	\$ 795	\$ 401	\$ 776	\$ 651	\$ 455	\$ 3,523
65004 Advertising Aggregators	\$ 672	\$ 702	\$ 528	\$ 706	\$ 594	\$ 414	\$ 3,616
65005 Advertising National Fund	\$ 335	\$ 383	\$ 530	\$ 538	\$ 704	\$ 486	\$ 2,976
65006 Advertising Direct Mail	\$ 464	\$ 778	\$ 308	\$ 596	\$ 442	\$ 384	\$ 2,972
65007 Advertising Website	\$ 547	\$ 611	\$ 615	\$ 428	\$ 429	\$ 592	\$ 3,222
65008 Advertising AMA	\$ 416	\$ 344	\$ 731	\$ 371	\$ 673	\$ 326	\$ 2,861
65009 Business Promotion	\$ 767	\$ 583	\$ 385	\$ 736	\$ 552	\$ 752	\$ 3,775
65099 Advertising Other Expense	\$ 674	\$ 675	\$ 796	\$ 462	\$ 659	\$ 375	\$ 3,641
Total 65000 Marketing / Advertising Expenses	\$ 5,244	\$ 6,113	\$ 5,428	\$ 5,351	\$ 5,922	\$ 4,583	\$ 32,641
Total 60000 Selling and Advertising/Marketing	\$ 11,720	\$ 12,001	\$ 11,345	\$ 11,135	\$ 11,109	\$ 8,937	\$ 66,247
70000 General and Admin Expenses							
71000 Office and Admin Wages							
71001 Corporate Wages	\$ 4,890	\$ 4,890	\$ 4,890	\$ 4,890	\$ 4,890	\$ 4,890	\$ 29,340
71002 Office Wages	\$ 1,105	\$ 1,555	\$ 1,345	\$ 1,657	\$ 2,134	\$ 1,987	\$ 9,783
71003 Office Wage OT	\$ 873	\$ 678	\$ 770	\$ 482	\$ 684	\$ 622	\$ 4,109
71004 Office Bonus	\$ 579	\$ 830	\$ 635	\$ 864	\$ 529	\$ 320	\$ 3,757
71005 Corp / Office P/R Taxes	\$ 665	\$ 863	\$ 986	\$ 313	\$ 771	\$ 781	\$ 4,379
71006 Office Health Benefits	\$ 909	\$ 733	\$ 719	\$ 361	\$ 764	\$ 343	\$ 3,829
71099 Office 401K	\$ 945	\$ 980	\$ 685	\$ 412	\$ 556	\$ 360	\$ 3,938
Total 71000 Office and Admin Wages	\$ 9,966	\$ 10,529	\$ 10,030	\$ 8,979	\$ 10,328	\$ 9,303	\$ 59,135
72000 Management/Supervisor Wages							
72001 Management Wages	\$ 4,375	\$ 4,375	\$ 4,375	\$ 4,375	\$ 4,375	\$ 4,375	\$ 26,250
72002 Supervisor Wages	\$ 5,690	\$ 5,690	\$ 5,690	\$ 5,690	\$ 5,690	\$ 5,690	\$ 34,140
72003 Mgt/Super OT	\$ 220	\$ 230	\$ -	\$ 350	\$ 375	\$ 425	\$ 1,600
72004 Mgt / Super Bonus	\$ 1,000	\$ 1,000	\$ 1,000	\$ 1,000	\$ 1,000	\$ 1,000	\$ 6,000
72005 Mgt / Super Commission	\$ 500	\$ 500	\$ 500	\$ 500	\$ 500	\$ 500	\$ 3,000
72006 Mgt / Super P/R Taxes	\$ 943	\$ 944	\$ 925	\$ 953	\$ 955	\$ 959	\$ 5,679
72007 Mgt / Super Health Benefits	\$ 236	\$ 236	\$ 231	\$ 238	\$ 239	\$ 240	\$ 1,420
72099 Mgt / Super 401K	\$ 118	\$ 118	\$ 116	\$ 119	\$ 119	\$ 120	\$ 710
Total 72000 Management/Supervisor Wages	\$ 13,081	\$ 13,092	\$ 12,837	\$ 13,226	\$ 13,253	\$ 13,309	\$ 78,799
73000 General and Admin Other							
73001 Office Rent	\$ 109	\$ 254	\$ 169	\$ 197	\$ 127	\$ 257	\$ 1,113
73002 Office Supplies	\$ 236	\$ 277	\$ 257	\$ 101	\$ 121	\$ 136	\$ 1,128
73003 Building Repair	\$ 287	\$ 204	\$ 179	\$ 218	\$ 103	\$ 251	\$ 1,242
73004 Office Postage	\$ 122	\$ 228	\$ 206	\$ 128	\$ 126	\$ 277	\$ 1,087
73005 Office Computer Expense	\$ 201	\$ 202	\$ 280	\$ 216	\$ 128	\$ 104	\$ 1,131
73006 Hiring Expenses	\$ 142	\$ 189	\$ 186	\$ 229	\$ 231	\$ 156	\$ 1,133
73007 Training	\$ 254	\$ 147	\$ 184	\$ 198	\$ 155	\$ 283	\$ 1,221
73008 Professional fees Accounting	\$ 259	\$ 298	\$ 102	\$ 238	\$ 254	\$ 111	\$ 1,262
73009 Professional Fees Payroll Preparation Fee	\$ 287	\$ 276	\$ 115	\$ 103	\$ 287	\$ 270	\$ 1,338
73010 Professional Fees Legal	\$ 226	\$ 270	\$ 171	\$ 172	\$ 174	\$ 228	\$ 1,241
73011 Professional Fees Consultant	\$ 158	\$ 255	\$ 171	\$ 199	\$ 164	\$ 243	\$ 1,190
73012 Collection Fees	\$ 292	\$ 187	\$ 198	\$ 194	\$ 275	\$ 246	\$ 1,392
73013 Dues & Subscriptions	\$ 192	\$ 170	\$ 131	\$ 114	\$ 300	\$ 153	\$ 1,060
73014 Donations	\$ 184	\$ 273	\$ 168	\$ 283	\$ 138	\$ 203	\$ 1,249
73015 Travel	\$ 227	\$ 174	\$ 185	\$ 260	\$ 241	\$ 279	\$ 1,366
73016 Entertainment	\$ 248	\$ 123	\$ 200	\$ 274	\$ 235	\$ 231	\$ 1,311
73017 Meals	\$ 195	\$ 294	\$ 281	\$ 242	\$ 280	\$ 236	\$ 1,528
73018 Utilities	\$ 222	\$ 139	\$ 176	\$ 211	\$ 190	\$ 162	\$ 1,100
73019 Late Fees	\$ 112	\$ 125	\$ 247	\$ 250	\$ 289	\$ 130	\$ 1,153
73020 Garbage Removal	\$ 292	\$ 267	\$ 197	\$ 223	\$ 148	\$ 292	\$ 1,419
73021 Expense Reimbursement	\$ 282	\$ 170	\$ 165	\$ 253	\$ 171	\$ 223	\$ 1,264
73022 Telephone Expense	\$ 261	\$ 262	\$ 183	\$ 110	\$ 284	\$ 255	\$ 1,355
73023 Wireless Communications	\$ 196	\$ 235	\$ 158	\$ 166	\$ 101	\$ 243	\$ 1,099
73024 Bank Service Charge	\$ 130	\$ 162	\$ 136	\$ 117	\$ 191	\$ 210	\$ 946
73025 Credit Card Charges	\$ 108	\$ 289	\$ 117	\$ 174	\$ 300	\$ 109	\$ 1,097
73026 Interest Loan	\$ 167	\$ 229	\$ 263	\$ 117	\$ 124	\$ 173	\$ 1,073
73027 Amortization Expense	\$ 188	\$ 289	\$ 223	\$ 172	\$ 215	\$ 267	\$ 1,354
73028 Depreciation Expense	\$ 227	\$ 131	\$ 247	\$ 195	\$ 197	\$ 224	\$ 1,221
73099 Miscellaneous Expenses	\$ 211	\$ 214	\$ 165	\$ 226	\$ 168	\$ 232	\$ 1,216
Total 73000 General and Admin Other	\$ 6,015	\$ 6,333	\$ 5,460	\$ 5,580	\$ 5,717	\$ 6,184	\$ 35,289
Total 70000 General and Admin Expenses	\$ 29,062	\$ 29,954	\$ 28,327	\$ 27,785	\$ 29,298	\$ 28,796	\$ 173,223
Total Expenses							
Net Operating Income							
Other Income							

Profit & Loss by Month_YTD Jun-23: Detailed

Description	Jan-23	Feb-23	Mar-23	Apr-23	May-23	Jun-23	Total
80000 Other Income							
80001 Other Income	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
80002 Interest Income	\$ 1	\$ 1	\$ 1	\$ 1	\$ 1	\$ 1	\$ 6
80003 Gain/Loss on Sale of Fixed	\$ -	\$ 10,000	\$ -	\$ -	\$ 5,000	\$ -	\$ 15,000
80099 Dividend Income	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Total 80000 Other Income	\$ 1	\$ 10,001	\$ 1	\$ 1	\$ 5,001	\$ 1	\$ 15,006
Total Other Income							
Other Expenses							
90000 Other Expenses							
90001 Other Expense	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
90002 Federal Taxes	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
90003 State Corp Taxes	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
90004 Fines	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
90005 Property Taxes	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
99099 Other Tax	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Total 90000 Other Expenses	\$ 5,449	\$ 3,159	\$ 4,888	\$ 5,296	\$ 4,310	\$ 3,861	\$ 26,963
Total Other Expenses	\$ 2,939	\$ 4,950	\$ 1,732	\$ 5,487	\$ 5,349	\$ 5,431	\$ 25,888
Net Other Income	\$ 2,673	\$ 5,833	\$ 4,652	\$ 3,158	\$ 5,249	\$ 4,304	\$ 25,869
Net Income	\$ 3,072	\$ 1,985	\$ 1,682	\$ 2,418	\$ 4,494	\$ 5,906	\$ 19,557

Where is the Money - Cash Flow

Description	YTD	MTD
Beginning Cash	\$ 59,405	\$ 319,722
Net Income	\$ 38,857	\$ 46,006
Increase / decrease A/R	\$ 69,237	\$ -89,664
Increase / Decrease A/P	\$ 82,721	\$ 33,248
Increase / Decrease Sales tax	\$ 29,452	\$ 10,297
Long Term Debt Reduction and Pay off	\$ 46,400	\$ -4,415
Increase / Decrease Credit Card / Credit Line	\$ 5,230	\$ -3,155
*Other Increases / Decreases - List Below	\$ -16,738	\$ 684
Ending Cash	\$ 312,723	\$ 312,723

*Other Increases / Decreases:		
Cash Suspense	\$ -11,359	\$ 1,642
Installment	\$ -3,554	\$ -959
Prepaid Expenses	\$ -1,825	\$ -
Total of Other Increase/decreases	\$ -16,738	\$ 684