

# ACME TECH SOLUTIONS LLC

## Profit and Loss Statement

For the Fiscal Year Ending December 31, 2024 (Projected)  
Compared to Fiscal Year 2023 (Actual)

Account	FY 2024 (Projected)	FY 2023 (Actual)	Change (\$)	Change (%)
REVENUE				
Consulting Services	\$892,500.00	\$745,000.00	\$147,500.00	19.8%
Software Development	\$456,000.00	\$380,000.00	\$76,000.00	20.0%
Managed Services (Recurring)	\$168,000.00	\$120,000.00	\$48,000.00	40.0%
Training & Workshops	\$33,500.00	\$25,000.00	\$8,500.00	34.0%
TOTAL REVENUE	\$1,550,000.00	\$1,270,000.00	\$280,000.00	22.0%
COST OF GOODS SOLD (COGS)				
Direct Labor (Contractors)	\$310,000.00	\$254,000.00	\$56,000.00	22.0%
Software Licenses (Resale)	\$62,000.00	\$50,800.00	\$11,200.00	22.0%
Cloud Infrastructure Costs	\$93,000.00	\$76,200.00	\$16,800.00	22.0%
TOTAL COGS	\$465,000.00	\$381,000.00	\$84,000.00	22.0%
GROSS PROFIT	\$1,085,000.00	\$889,000.00	\$196,000.00	22.0%
Gross Profit Margin	70.0%	70.0%		
OPERATING EXPENSES				
Salaries & Wages (Full-time)	\$480,000.00	\$420,000.00	\$60,000.00	14.3%
Employee Benefits	\$72,000.00	\$63,000.00	\$9,000.00	14.3%
Payroll Taxes	\$42,240.00	\$36,960.00	\$5,280.00	14.3%
Rent & Utilities	\$66,000.00	\$60,000.00	\$6,000.00	10.0%
Software Subscriptions	\$36,000.00	\$30,000.00	\$6,000.00	20.0%
Marketing & Advertising	\$31,000.00	\$25,400.00	\$5,600.00	22.0%

Professional Services (Legal/Accounting)	\$24,000.00	\$20,000.00	\$4,000.00	20.0%
Insurance	\$18,000.00	\$15,000.00	\$3,000.00	20.0%
Travel & Entertainment	\$24,000.00	\$18,000.00	\$6,000.00	33.3%
Office Supplies & Equipment	\$12,000.00	\$10,000.00	\$2,000.00	20.0%
Depreciation	\$15,000.00	\$12,000.00	\$3,000.00	25.0%
Miscellaneous	\$9,760.00	\$8,640.00	\$1,120.00	13.0%
<b>TOTAL OPERATING EXPENSES</b>	<b>\$830,000.00</b>	<b>\$719,000.00</b>	<b>\$111,000.00</b>	<b>15.4%</b>
<b>OPERATING INCOME (EBIT)</b>	<b>\$255,000.00</b>	<b>\$170,000.00</b>	<b>\$85,000.00</b>	<b>50.0%</b>
<b>OTHER INCOME / EXPENSES</b>				
Interest Income	\$2,500.00	\$1,800.00	\$700.00	38.9%
Interest Expense (Loan)	(\$12,500.00)	(\$15,000.00)	\$2,500.00	16.7%
<b>NET OTHER INCOME/EXPENSE</b>	<b>(\$10,000.00)</b>	<b>(\$13,200.00)</b>	<b>\$3,200.00</b>	<b>24.2%</b>
<b>INCOME BEFORE TAXES</b>	<b>\$245,000.00</b>	<b>\$156,800.00</b>	<b>\$88,200.00</b>	<b>56.3%</b>
Income Tax Expense (Est. 25%)	(\$61,250.00)	(\$39,200.00)	\$22,050.00	56.3%
<b>NET INCOME</b>	<b>\$183,750.00</b>	<b>\$117,600.00</b>	<b>\$66,150.00</b>	<b>56.3%</b>
Net Profit Margin	11.9%	9.3%		+2.6%

Notes & Assumptions

- **Revenue Growth:** 22% YoY growth driven by new enterprise clients and expanded managed services.
- **Headcount:** Increased from 6 to 8 full-time employees in 2024.
- **Loan:** Outstanding business loan balance of \$125,000 at 8% APR, monthly payments of \$1,500.
- **Cash Position:** Average monthly cash balance of \$62,000+ with positive cash flow.
- **Key Clients:** TechCorp Inc., Global Retail Co., Enterprise Solutions, Startup Ventures LLC.

Prepared by: Sarah Chen, CFO | Date: December 1, 2024