

# CMS Compliance Management Services

## Profit and Loss January - December 2020

	TOTAL	
	JAN - DEC 2020	JAN - DEC 2019 (PY)
Income		
Discounts on Sales	-152,326.71	-93,000.72
Sales	1,039,354.00	628,697.47
Shipping Income		45.00
<b>Total Income</b>	<b>\$887,027.29</b>	<b>\$535,741.75</b>
Cost of Goods Sold		
Safety Program Purchases	3,057.00	1,092.00
<b>Total Cost of Goods Sold</b>	<b>\$3,057.00</b>	<b>\$1,092.00</b>
GROSS PROFIT	<b>\$883,970.29</b>	<b>\$534,649.75</b>
Expenses		
Advertising & Marketing	569.00	200.54
Market Research	239.40	219.45
Web Marketing	50,760.00	36,234.57
<b>Total Advertising &amp; Marketing</b>	<b>51,568.40</b>	<b>36,654.56</b>
Bank Charges & Fees	25.00	20.00
Client Gifts	105.95	
Contractors	214,967.14	143,776.46
Equipment Purchases	4,596.12	2,232.82
Interest Paid		187.34
Legal & Professional Services		1,570.00
Accounting Services	2,096.96	
IT Support Services	230.00	
Tax Preparation Fees	200.00	
<b>Total Legal &amp; Professional Services</b>	<b>2,526.96</b>	<b>1,570.00</b>
Meals & Entertainment	21.76	
Business Meals	3,964.54	1,167.64
Entertainment		161.00
<b>Total Meals &amp; Entertainment</b>	<b>3,986.30</b>	<b>1,328.64</b>
Office & Administrative		
Office Supplies and Equipment	1,088.91	2,289.05
Postage and Delivery	309.92	504.88
Software Expenses	4,023.48	3,412.29
Website Expenses	1,467.53	1,208.42
<b>Total Office &amp; Administrative</b>	<b>6,889.84</b>	<b>7,414.64</b>
Payment Processing Fees	14,891.89	9,492.79
PayPal Fees	30.50	6.10
Travel		
Airfare & Baggage Fees	404.23	580.60
Car Rental & Fuel	59.46	
Travel Meals		51.56
<b>Total Travel</b>	<b>463.69</b>	<b>632.16</b>
Utilities		
Phone	10,297.58	7,475.12
<b>Total Utilities</b>	<b>10,297.58</b>	<b>7,475.12</b>
<b>Total Expenses</b>	<b>\$310,349.37</b>	<b>\$210,790.63</b>
NET OPERATING INCOME	<b>\$573,620.92</b>	<b>\$323,859.12</b>
NET INCOME	<b>\$573,620.92</b>	<b>\$323,859.12</b>

# CMS Compliance Management Services

## Balance Sheet As of December 31, 2020

	TOTAL	
	AS OF DEC 31, 2020	AS OF DEC 31, 2019 (PY)
<b>ASSETS</b>		
Current Assets		
Bank Accounts		
Chase Checking (*2691)	33,958.66	17,421.68
PayPal Bank	0.00	0.00
<b>Total Bank Accounts</b>	<b>\$33,958.66</b>	<b>\$17,421.68</b>
Other Current Assets		
Undeposited Funds	3,225.00	0.00
<b>Total Other Current Assets</b>	<b>\$3,225.00</b>	<b>\$0.00</b>
<b>Total Current Assets</b>	<b>\$37,183.66</b>	<b>\$17,421.68</b>
<b>TOTAL ASSETS</b>	<b>\$37,183.66</b>	<b>\$17,421.68</b>
<b>LIABILITIES AND EQUITY</b>		
Liabilities		
Current Liabilities		
Credit Cards		
Chase Ink Credit Card (*5138)	4,462.59	0.00
<b>Total Credit Cards</b>	<b>\$4,462.59</b>	<b>\$0.00</b>
<b>Total Current Liabilities</b>	<b>\$4,462.59</b>	<b>\$0.00</b>
<b>Total Liabilities</b>	<b>\$4,462.59</b>	<b>\$0.00</b>
Equity		
Partner Capital		
Capital - Charles Richie	100.00	100.00
<b>Total Partner Capital</b>	<b>100.00</b>	<b>100.00</b>
Partner Distributions		
Distributions - Charles Richie	-186,086.85	-105,180.09
Distributions - Katherine Ring	-186,086.85	-105,180.09
Distributions - Richard Jim Kirk	-186,147.83	-105,182.64
<b>Total Partner Distributions</b>	<b>-558,321.53</b>	<b>-315,542.82</b>
Retained Earnings	17,321.68	9,005.38
Net Income	573,620.92	323,859.12
<b>Total Equity</b>	<b>\$32,721.07</b>	<b>\$17,421.68</b>
<b>TOTAL LIABILITIES AND EQUITY</b>	<b>\$37,183.66</b>	<b>\$17,421.68</b>