

CMS Compliance Management Services

Balance Sheet As of December 31, 2020

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

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
Total Income	\$887,027.29	\$535,741.75
Cost of Goods Sold		
Safety Program Purchases	3,057.00	1,092.00
Total Cost of Goods Sold	\$3,057.00	\$1,092.00
GROSS PROFIT	\$883,970.29	\$534,649.75
Expenses		
Advertising & Marketing	569.00	200.54
Market Research	239.40	219.45
Web Marketing	50,760.00	36,234.57
Total Advertising & Marketing	51,568.40	36,654.56
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	
Total Legal & Professional Services	2,526.96	1,570.00
Meals & Entertainment	21.76	
Business Meals	3,964.54	1,167.64
Entertainment		161.00
Total Meals & Entertainment	3,986.30	1,328.64
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
Total Office & Administrative	6,889.84	7,414.64
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
Total Travel	463.69	632.16
Utilities		
Phone	10,297.58	7,475.12
Total Utilities	10,297.58	7,475.12
Total Expenses	\$310,349.37	\$210,790.63
NET OPERATING INCOME	\$573,620.92	\$323,859.12
NET INCOME	\$573,620.92	\$323,859.12