

# Mobile West Canning

## PROFIT AND LOSS

January - December 2020

	TOTAL		
	JAN - DEC 2020	JAN - DEC 2019 (PY)	CHANGE
Income			
Sales	974.54	164,600.86	-163,626.32
CC Processing Fee	232.76	917.05	-684.29
Date coding	59,176.18	55,458.49	3,717.69
Deliveries	73,829.10	13,689.00	60,140.10
Label PS	143,252.30	73,978.67	69,273.63
Materials	1,700,852.35	752,576.97	948,275.38
Nitrogen Doser	15,470.00	11,155.00	4,315.00
Pallet Storage		1,216.00	-1,216.00
Services	1,253,466.31	1,174,910.33	78,555.98
Setup	71,402.64	66,698.00	4,704.64
Sleeved Cans	1,939,476.64	441,132.58	1,498,344.06
<b>Total Sales</b>	<b>5,258,132.82</b>	<b>2,756,332.95</b>	<b>2,501,799.87</b>
<b>Total Income</b>	<b>\$5,258,132.82</b>	<b>\$2,756,332.95</b>	<b>\$2,501,799.87</b>
Cost of Goods Sold			
Cost of Goods Sold	2,549,130.50	978,681.05	1,570,449.45
Freight	87,019.03	26,317.48	60,701.55
<b>Total Cost of Goods Sold</b>	<b>\$2,636,149.53</b>	<b>\$1,004,998.53</b>	<b>\$1,631,151.00</b>
<b>GROSS PROFIT</b>	<b>\$2,621,983.29</b>	<b>\$1,751,334.42</b>	<b>\$870,648.87</b>
Expenses			
Advertising and Promotion	1,974.67	3,749.79	-1,775.12
Uniforms	0.00	3,232.26	-3,232.26
<b>Total Advertising and Promotion</b>	<b>1,974.67</b>	<b>6,982.05</b>	<b>-5,007.38</b>
Automobile			
Auto car registrations	9,284.81	4,603.16	4,681.65
Auto Fuel - truck	41,920.47	41,158.76	761.71
Auto Insurance	9,795.96	2,252.00	7,543.96
Auto Mileage - Car	231.37	113.28	118.09
Auto repair / maintenance	42,321.28	28,048.38	14,272.90
Automobile Other	6,608.70	2,403.92	4,204.78
MCP		354.40	-354.40
Parking	302.25	137.00	165.25
<b>Total Automobile</b>	<b>110,464.84</b>	<b>79,070.90</b>	<b>31,393.94</b>
Bad Debts	26,114.25		26,114.25
Bank Service Charges	1,980.29	3,317.96	-1,337.67
CC Processing Fees	18,142.49	3,483.85	14,658.64
<b>Total Bank Service Charges</b>	<b>20,122.78</b>	<b>6,801.81</b>	<b>13,320.97</b>
Charitable Gifts	7,692.11		7,692.11
Commissions and contract	150.00	4,179.28	-4,029.28

# Mobile West Canning

## PROFIT AND LOSS

January - December 2020

	TOTAL		
	JAN - DEC 2020	JAN - DEC 2019 (PY)	CHANGE
Computer and Internet Expenses	8,212.63	7,481.40	731.23
Customer Reimbursements		2,520.00	-2,520.00
Depreciation Expense		222,808.03	-222,808.03
Dues and Subscriptions	100.00	310.00	-210.00
Brewers Association		495.00	-495.00
San Diego Brewers Guild		300.00	-300.00
<b>Total Dues and Subscriptions</b>	<b>100.00</b>	<b>1,105.00</b>	<b>-1,005.00</b>
Insurance Expense	14,981.56	35,770.36	-20,788.80
Interest Expense	35,691.48	30,991.91	4,699.57
Meals and Entertainment	1,093.99	2,254.05	-1,160.06
Office Supplies	8,760.70	3,934.27	4,826.43
Payroll Expenses	343.09		343.09
Benefits - ER	21,036.65	-7,243.82	28,280.47
Payroll Processing Fees	72,449.70	45,112.03	27,337.67
Payroll Tax Expense			
AZ SUTA tax	1,821.12	1,357.62	463.50
CA - SUTA	6,245.95	4,699.74	1,546.21
FUTA	1,433.14	926.63	506.51
MC-ER	12,403.99	8,839.85	3,564.14
SS-ER	52,675.18	37,798.37	14,876.81
<b>Total Payroll Tax Expense</b>	<b>74,579.38</b>	<b>53,622.21</b>	<b>20,957.17</b>
Wages	853,286.47	609,794.09	243,492.38
Workman's Comp		16,822.12	-16,822.12
<b>Total Payroll Expenses</b>	<b>1,021,695.29</b>	<b>718,106.63</b>	<b>303,588.66</b>
Professional Fees	13,581.32	8,308.95	5,272.37
Legal Fees	350.00	20.00	330.00
<b>Total Professional Fees</b>	<b>13,931.32</b>	<b>8,328.95</b>	<b>5,602.37</b>
Rent Expense	319,907.83	220,379.57	99,528.26
Repairs and Maintenance	67,540.93	48,596.31	18,944.62
Lab Supplies & Materials		3,743.00	-3,743.00
<b>Total Repairs and Maintenance</b>	<b>67,540.93</b>	<b>52,339.31</b>	<b>15,201.62</b>
suspense		-5,559.77	5,559.77
Taxes and Licenses	10,833.78	3,821.89	7,011.89
Telephone Expense	5,789.13	5,562.89	226.24
Trade Organizations	1,225.00		1,225.00
Travel Expense	37,472.63	26,333.33	11,139.30
Travel Meals	18,867.07	15,673.90	3,193.17
Uncategorized Expense	3,676.55		3,676.55
Utilities	21,839.65	13,339.02	8,500.63

# Mobile West Canning

## PROFIT AND LOSS

January - December 2020

	TOTAL		
	JAN - DEC 2020	JAN - DEC 2019 (PY)	CHANGE
Write Off		2,631.95	-2,631.95
<b>Total Expenses</b>	<b>\$1,758,138.19</b>	<b>\$1,464,856.73</b>	<b>\$293,281.46</b>
NET OPERATING INCOME	<b>\$863,845.10</b>	<b>\$286,477.69</b>	<b>\$577,367.41</b>
Other Income			
Finance charges	242.88	5,405.57	-5,162.69
<b>Total Other Income</b>	<b>\$242.88</b>	<b>\$5,405.57</b>	<b>\$ -5,162.69</b>
NET OTHER INCOME	<b>\$242.88</b>	<b>\$5,405.57</b>	<b>\$ -5,162.69</b>
NET INCOME	<b>\$864,087.98</b>	<b>\$291,883.26</b>	<b>\$572,204.72</b>

# Mobile West Canning

## BALANCE SHEET

As of December 31, 2020

	TOTAL		
	AS OF DEC 31, 2020	AS OF DEC 31, 2019 (PY)	CHANGE
<b>ASSETS</b>			
Current Assets			
Bank Accounts			
Cash Clearing	0.00	0.00	0.00
Chase Checking	287,598.29	14,983.15	272,615.14
Comerica 7619	198,224.99		198,224.99
Payroll Clearing	-6,037.71	0.00	-6,037.71
Petty Cash	3,070.72	979.86	2,090.86
<b>Total Bank Accounts</b>	<b>\$482,856.29</b>	<b>\$15,963.01</b>	<b>\$466,893.28</b>
Accounts Receivable			
Accounts Receivable	526,923.01	488,385.98	38,537.03
<b>Total Accounts Receivable</b>	<b>\$526,923.01</b>	<b>\$488,385.98</b>	<b>\$38,537.03</b>
Other Current Assets			
Accounts Receivable clearing	0.00	0.00	0.00
Employee Advance	300.00	0.00	300.00
Inventory Asset	179,128.26	179,128.26	0.00
Uncategorized Asset	103,549.45	102,265.00	1,284.45
Undeposited Funds	18,910.15	0.00	18,910.15
<b>Total Other Current Assets</b>	<b>\$301,887.86</b>	<b>\$281,393.26</b>	<b>\$20,494.60</b>
<b>Total Current Assets</b>	<b>\$1,311,667.16</b>	<b>\$785,742.25</b>	<b>\$525,924.91</b>
Fixed Assets			
Accumulated Depreciation	-1,465,306.74	-1,465,306.74	0.00

# Mobile West Canning

## BALANCE SHEET

As of December 31, 2020

	TOTAL		
	AS OF DEC 31, 2020	AS OF DEC 31, 2019 (PY)	CHANGE
Furniture and Equipment	522,118.07	189,087.16	333,030.91
Canning Line 6	53,221.00	53,221.00	0.00
Lab Equipment	39,258.45	39,258.45	0.00
Sleek Kits	13,901.67	13,901.67	0.00
Sleeving Operations	325,861.25	260,730.93	65,130.32
Truck 7	49,029.56		49,029.56
Vehicles	-2,688.31		-2,688.31
AZ Canning Truck	24,540.16	24,540.16	0.00
Canning Truck 3	39,468.82	39,468.82	0.00
Canning Truck 4	34,210.07	34,210.07	0.00
Canning Truck 5	34,950.00	34,950.00	0.00
Canning Truck 6	38,204.33	38,204.33	0.00
SD Canning Truck 1	42,790.36	42,790.36	0.00
<b>Total Vehicles</b>	<b>211,475.43</b>	<b>214,163.74</b>	<b>-2,688.31</b>
Wild Goose Canning Line			
Wild Goose Canning #1	132,711.68	139,711.68	-7,000.00
Delivery Expense	0.00	0.00	0.00
<b>Total Wild Goose Canning #1</b>	<b>132,711.68</b>	<b>139,711.68</b>	<b>-7,000.00</b>
Wild Goose Canning #2	133,036.43	133,036.43	0.00
Wild Goose Canning #3	144,793.61	144,793.61	0.00
Wild Goose Canning #4	157,988.69	157,988.69	0.00
Wild Goose Canning #5	130,685.00	130,685.00	0.00
<b>Total Wild Goose Canning Line</b>	<b>699,215.41</b>	<b>706,215.41</b>	<b>-7,000.00</b>
<b>Total Furniture and Equipment</b>	<b>1,914,080.84</b>	<b>1,476,578.36</b>	<b>437,502.48</b>
MCS Affiliate Licenses			
Deposit - Arizona Affiliate			
MCS Affiliate - purch AZ	0.00	0.00	0.00
<b>Total Deposit - Arizona Affiliate</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>
Furn and Equip - Vehicles	0.00	0.00	0.00
MCS Affiliate - purch SD	0.00	0.00	0.00
<b>Total MCS Affiliate Licenses</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>
<b>Total Fixed Assets</b>	<b>\$448,774.10</b>	<b>\$11,271.62</b>	<b>\$437,502.48</b>
Other Assets			
Accumulated Amortization	0.00	0.00	0.00
<b>Total Other Assets</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>
<b>TOTAL ASSETS</b>	<b>\$1,760,441.26</b>	<b>\$797,013.87</b>	<b>\$963,427.39</b>

# Mobile West Canning

## BALANCE SHEET

As of December 31, 2020

	TOTAL		
	AS OF DEC 31, 2020	AS OF DEC 31, 2019 (PY)	CHANGE
<b>LIABILITIES AND EQUITY</b>			
Liabilities			
Current Liabilities			
Accounts Payable			
Accounts Payable	0.00	0.00	0.00
<b>Total Accounts Payable</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>
Credit Cards			
CC CWoempner	-105.00		-105.00
CC JPoutoa	-139.44		-139.44
CC JRobinson	-72.95		-72.95
CC NBlake	0.00		0.00
Chase business line of credit	-1,918.55	109,687.68	-111,606.23
Chase Ink 2743	0.00	0.00	0.00
Chase SBA PPP Loan	154,947.00		154,947.00
Comerica RLOC	-122,213.34		-122,213.34
Credit Card AJ	7,544.47	1,732.53	5,811.94
Credit Card Alex B	2,447.29	2,447.29	0.00
Credit Card Alex M	4,446.19	4,446.19	0.00
Credit Card Ashley	9,646.04	2,851.27	6,794.77
Credit Card at Chase Web Downl	-168,419.43	-53,027.77	-115,391.66
Credit Card Brad C	2,967.17	2,967.17	0.00
Credit Card Bryce Hendersom	12,825.89		12,825.89
Credit Card CCary	0.00		0.00
Credit Card Corey E	21,051.21	13,014.26	8,036.95
Credit Card Elsie M	4,391.10	2,738.35	1,652.75
Credit Card Eric Smith	2,541.01	547.54	1,993.47
Credit Card Garrett M	7,431.33	7,431.33	0.00
Credit Card Jake	6,804.84	6,804.84	0.00
Credit Card Jeffrey Goddin	4,445.08		4,445.08
Credit Card Jesus Pena-Reyes	10,084.17	3,109.64	6,974.53
Credit Card Manuel Luna	8,236.43	43.88	8,192.55
Credit Card Maria Lujan	-26.79		-26.79
Credit Card Mason W	17,747.55	8,801.55	8,946.00
Credit Card Matthew	37,863.33	12,772.38	25,090.95
Credit Card Miggy	1,929.49	1,081.85	847.64
Credit Card MThompson	-35.00		-35.00
Credit Card PRuiz	-308.93		-308.93
Credit Card TBilisoly	-12.37		-12.37
Credit Card Tom W	6,645.54	4,033.94	2,611.60
Credit Card Tyler P	3,640.13	3,640.13	0.00
Credit Card Zach Y	6,473.30	1,191.37	5,281.93

# Mobile West Canning

## BALANCE SHEET

As of December 31, 2020

	TOTAL		
	AS OF DEC 31, 2020	AS OF DEC 31, 2019 (PY)	CHANGE
<b>Total Credit Cards</b>	<b>\$40,856.76</b>	<b>\$136,315.42</b>	<b>\$ -95,458.66</b>
Other Current Liabilities			
Direct Deposit Liabilities	0.00	0.00	0.00
Note Payable MWCanning Loan	0.00	0.00	0.00
Payroll Liabilities	0.00	0.00	0.00
AZ payroll tax liability	0.00	0.00	0.00
CA payroll tax liability	0.00	0.00	0.00
FUTA payable	0.00	0.00	0.00
Payroll clearing	0.00	0.00	0.00
<b>Total Payroll Liabilities</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>
Sales Tax Agency Payable	0.00	0.00	0.00
<b>Total Other Current Liabilities</b>	<b>\$0.00</b>	<b>\$0.00</b>	<b>\$0.00</b>
<b>Total Current Liabilities</b>	<b>\$40,856.76</b>	<b>\$136,315.42</b>	<b>\$ -95,458.66</b>
Long-Term Liabilities			
Chase Line4 loan	27.43	104,714.54	-104,687.11
Comerica Equipment Facility 1	450,883.04		450,883.04
Comerica Loan 002	72,670.56		72,670.56
US Bank Loan	137,459.12	185,233.89	-47,774.77
<b>Total Long-Term Liabilities</b>	<b>\$661,040.15</b>	<b>\$289,948.43</b>	<b>\$371,091.72</b>
<b>Total Liabilities</b>	<b>\$701,896.91</b>	<b>\$426,263.85</b>	<b>\$275,633.06</b>
Equity			
Member Equity - Can on the Run	81,703.54	81,703.54	0.00
Distributions - Can on the run	-66,500.00	-5,250.00	-61,250.00
<b>Total Member Equity - Can on the Run</b>	<b>15,203.54</b>	<b>76,453.54</b>	<b>-61,250.00</b>
Member Equity - MW Canning LLC	10,900.43	10,900.43	0.00
Contributions - MW Canning	3,507.88	1,262.79	2,245.09
Distributions - MW Canning	-133,500.00	-9,750.00	-123,750.00
<b>Total Member Equity - MW Canning LLC</b>	<b>-119,091.69</b>	<b>2,413.22</b>	<b>-121,504.91</b>
Opening Balance Equity	6,461.26	0.00	6,461.26
Retained Earnings	291,883.26	0.00	291,883.26
Net Income	864,087.98	291,883.26	572,204.72
<b>Total Equity</b>	<b>\$1,058,544.35</b>	<b>\$370,750.02</b>	<b>\$687,794.33</b>
<b>TOTAL LIABILITIES AND EQUITY</b>	<b>\$1,760,441.26</b>	<b>\$797,013.87</b>	<b>\$963,427.39</b>