

SBSTech (P&L)												
2019												
	Mar-19	Apr-19	May-19	Jun-19	Jul-19	Aug-19	Sep-19	Oct-19	Nov-19	Dec-19	Total	
Revenue	\$ 112,460	\$ 414,810	\$ 561,952	\$ 686,797	\$ 639,763	\$ 942,438	\$ 558,408	\$ 577,258	\$ 482,582	\$ 363,589	\$ 5,340,057	
COGS	\$ -	\$ 11,850	\$ 4,030	\$ 72,262	\$ 10,771	\$ 84,697	\$ 34,621	\$ 38,396	\$ 102,861	\$ 14,010	\$ 373,498	
Gross Profit	\$ 112,460	\$ 402,960	\$ 557,922	\$ 614,535	\$ 628,992	\$ 857,741	\$ 523,787	\$ 538,862	\$ 379,721	\$ 349,579	\$ 4,966,559	
Base Pay	\$ 33,402	\$ 259,971	\$ 290,309	\$ 298,708	\$ 341,307	\$ 320,779	\$ 305,141	\$ 312,384	\$ 322,434	\$ 313,430	\$ 2,797,864	
Commission/Bonuses	\$ 37,972	\$ 114,580	\$ 140,598	\$ 193,841	\$ 173,614	\$ 232,463	\$ 133,197	\$ 141,576	\$ 107,749	\$ 93,608	\$ 1,369,196	
Taxes/Benefits	\$ 21,358	\$ 96,965	\$ 76,173	\$ 98,014	\$ 84,271	\$ 68,675	\$ 58,628	\$ 55,348	\$ 62,459	\$ 65,685	\$ 687,578	
DIVVY Referrals	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 36	\$ 3,471	\$ 7,071	\$ 1,000	\$ 3,928	\$ 15,506	
Outside/Professional	\$ 8,408	\$ 8,863	\$ 6,588	\$ 14,161	\$ 14,738	\$ 39,326	\$ 13,237	\$ 23,162	\$ 20,661	\$ 8,533	\$ 157,676	
Event/Marketing	\$ -	\$ 121	\$ 14,473	\$ 1,066	\$ 5,819	\$ 3,590	\$ 2,655	\$ 4,579	\$ 3,526	\$ 1,663	\$ 37,491	
Travel	\$ 1,561	\$ 5,558	\$ 8,925	\$ 8,330	\$ 12,716	\$ 21,710	\$ 18,648	\$ 14,271	\$ 8,640	\$ 8,701	\$ 109,060	
IT	\$ 3,120	\$ 7,097	\$ 1,677	\$ 2,847	\$ 2,663	\$ 5,628	\$ 4,463	\$ 9,477	\$ 2,174	\$ 2,974	\$ 42,118	
Rent	\$ -	\$ 2,960	\$ 2,961	\$ 2,961	\$ 5,242	\$ 5,242	\$ 5,310	\$ 5,242	\$ 5,330	\$ 5,242	\$ 40,491	
Meals	\$ 437	\$ 483	\$ 206	\$ 431	\$ 155	\$ 963	\$ 1,224	\$ 343	\$ 1,324	\$ 1,202	\$ 6,769	
Facilities/Office	\$ 9,476	\$ 12,310	\$ 7,038	\$ 4,428	\$ 9,211	\$ 3,714	\$ 4,328	\$ 3,850	\$ 7,830	\$ 3,682	\$ 65,867	
Other	\$ -	\$ 10,647	\$ 771	\$ 2,546	\$ 1,903	\$ 26,642	\$ 8,723	\$ 485	\$ 5,581	\$ 2,763	\$ 60,062	
Total OPEX	\$ 115,733	\$ 519,555	\$ 549,717	\$ 627,333	\$ 651,640	\$ 728,769	\$ 559,024	\$ 577,788	\$ 548,708	\$ 511,412	\$ 5,389,679	
EBITDA	\$ (3,273)	\$ (116,595)	\$ 8,205	\$ (12,797)	\$ (22,647)	\$ 128,973	\$ (35,237)	\$ (38,926)	\$ (168,987)	\$ (161,833)	\$ (423,119)	
Interest	\$ -	\$ 4,286	\$ 5,813	\$ 8,020	\$ 14,439	\$ 11,548	\$ 9,731	\$ 9,432	\$ 11,235	\$ 12,661	\$ 87,167	
Taxes	\$ 24	\$ -	\$ -	\$ -	\$ 1,501	\$ 20	\$ 3,238	\$ 241	\$ 816	\$ 26	\$ 5,866	
Depreciation	\$ -	\$ -	\$ 1,190	\$ 1,190	\$ 1,387	\$ 1,665	\$ 1,665	\$ 3,866	\$ 4,049	\$ 4,705	\$ 19,715	
Operating Income	\$ (3,297)	\$ (120,882)	\$ 1,202	\$ (22,007)	\$ (39,974)	\$ 115,740	\$ (49,871)	\$ (52,465)	\$ (185,088)	\$ (179,225)	\$ (535,868)	

SBSTech (BS)		
2019		
		Dec-19
Cash	\$	359,705
AR	\$	1,059,127
Inventory	\$	-
Fixed Assets	\$	187,378
Accum Depreciation	\$	(19,715)
Security Deposits	\$	9,650
Total Assets	\$	1,596,144
AP	\$	533,422
Credit Card	\$	62,577
Deferred Revenue	\$	42,997
JP Morgan Chase (SBA LOC)	\$	351,602
Paul Jaussi Note	\$	150,000
Tennis Note	\$	150,000
Other Accruals	\$	8,700
Total Liabilities	\$	1,299,298
Owners Equity	\$	832,713
Retained Earnings	\$	-
Current Year Net Income	\$	(535,868)
Total Equity	\$	296,846
Total Liability + Equity	\$	1,596,144