

Heritage Financial, Inc.

Profit and Loss

January - September, 2021

	TOTAL
Income	
4001 100% loan officer income	53.43
4006 Loan Officer Income/Charlie	39,664.54
4008 Loan Officer Income/Kyle	290,518.07
4009 40% loan officer income	8,258.43
4010 70% Loan Officer Income	704,085.16
4011 60% Loan officer income	236,087.68
4015 50% loan Officer Income	6,459.54
4200 Refund income	57.01
4221 Point LOS reimbursement	198.00
4888 Refund	200.00
Uncategorized Income	0.47
Total Income	\$1,285,582.33
GROSS PROFIT	\$1,285,582.33
Expenses	
6000 Payroll Expenses	4,309.74
6005 Wages & Salaries	37,694.75
6010 Commissions	339,746.30
6080 FICA expense	23,401.36
6081 Medicare expense	5,472.90
6085 FUTA - Expense	408.10
6090 SUTA - Expense	9,566.39
6099 Payroll Tax Shortage	6,000.00
6102 Simple Match	4,855.76
Company Contributions	
Retirement	6,102.22
Total Company Contributions	6,102.22
Taxes	34,451.99
Wages	494,829.23
Total 6000 Payroll Expenses	966,838.74
6100 Loan Officer/Processor Expense	404.48
6110 Credit Report Expense	17,291.82
6120 Health Insurance/Medical Expens	
6122 Charles Health Ins/Medical Exp	555.94
Total 6120 Health Insurance/Medical Expens	555.94
6130 Marketing	259.00
6131 Kyle Marketing	4,529.00
Total 6130 Marketing	4,788.00

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	TOTAL
6140 Auto	
6141 Kyle Auto	2,664.00
6142 Charles Auto	486.69
Total 6140 Auto	3,150.69
Total 6100 Loan Officer/Processor Expense	26,190.93
6500 Loan origination costs	891.25
6007 Appraisal	10,023.03
6520 Lender Expense	3,589.50
Total 6500 Loan origination costs	14,503.78
6610 Office occupancy costs	
6700 Lease expense	31,812.56
6810 Repairs and maintenance	17,958.22
Total 6610 Office occupancy costs	49,770.78
7000 Administrative expenses	579.00
7100 Communication costs	
7105 Verizon	298.03
7111 Telephone	51.71
Total 7100 Communication costs	349.74
7106 Employee Reimbursement Expense	778.56
7510 Office expense	1,115.02
7511 BBT Service Charge	716.35
7513 Promotional Expense	75.00
7515 Equipment repairs	179.32
7520 Insurance Expense	2,563.00
7530 Dues & Subscriptions	290.44
7535 Point Software	2,970.00
Total 7530 Dues & Subscriptions	3,260.44
7610 Professional Fees	225.00
7611 DC License	300.00
7612 Accounting	4,225.00
7613 Licence	46.20
Total 7610 Professional Fees	4,796.20
7620 Accounting Fees	524.11
Total 7000 Administrative expenses	14,936.74
7700 Regulatory fees	
7701 VA Loan application	100.00
Total 7700 Regulatory fees	100.00

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	TOTAL
7780 Taxes	300.00
MD Corporate Income Tax	12,000.00
Total 7780 Taxes	12,300.00
8000 Ask my Accountant	476.42
Total Expenses	\$1,085,117.39
NET OPERATING INCOME	\$200,464.94
NET INCOME	\$200,464.94

Heritage Financial, Inc.

Balance Sheet As of September 30, 2021

	TOTAL
ASSETS	
Current Assets	
Bank Accounts	
10090 MD Partners	0.00
1010 Office Checking	302,389.71
1015 CD at Bank	0.00
Total Bank Accounts	\$302,389.71
Other Current Assets	
1098 Undeposited Funds	0.00
1405 Scottrade investment account	0.00
1450 Loan Repayment	0.00
2310 Loans to Officers	0.00
Total Other Current Assets	\$0.00
Total Current Assets	\$302,389.71
Fixed Assets	
1505 Office furniture (deleted)	5,400.00
1510 Computer equipment (deleted)	4,546.39
1515 Software (deleted)	14,106.00
1590 Accumulated depreciation	-24,053.00
Total Fixed Assets	\$ -0.61
Other Assets	
1805 Lease security deposit	0.00
Total Other Assets	\$0.00
TOTAL ASSETS	\$302,389.10

Heritage Financial, Inc.

Balance Sheet

As of September 30, 2021

	TOTAL
LIABILITIES AND EQUITY	
Liabilities	
Current Liabilities	
Other Current Liabilities	
2205 Loan from shareholder	0.00
2250 Margin account	0.00
2255 N/P AA Property	0.00
2305 Arundel Properties - wash acc	0.00
2400 Payroll Liabilities	12,357.91
2402 Wage Garnishment	0.00
2405 Fed/FICA/Med - Payable	-70.00
2410 MD Withholding - Payable	441.09
2415 FUTA - Payable	-36.80
2420 SUTA - Payable	-702.87
Federal Taxes (941/944)	11,842.76
Federal Unemployment (940)	151.05
MD Income Tax	3,672.08
MD Unemployment Tax	2,546.78
Simple IRA Co. Match	6,102.22
Simple IRA Emp.	0.00
Simple IRA Emp. - Catchup	-416.09
Total 2400 Payroll Liabilities	35,888.13
2500 Accrued expenses	0.00
Total Other Current Liabilities	\$35,888.13
Total Current Liabilities	\$35,888.13
Long-Term Liabilities	
24560 N/P PPP	0.00
Total Long-Term Liabilities	\$0.00
Total Liabilities	\$35,888.13
Equity	
3007 Paid by shareholder	25,807.00
3100 Capital stock	1,000.00
3150 Paid in capital	52,000.00
3175 Distributions	-410,729.67
3300 Retained Earnings	397,958.70
Net Income	200,464.94
Total Equity	\$266,500.97
TOTAL LIABILITIES AND EQUITY	\$302,389.10



October 27, 2021

Heritage Financial Inc.
175 Admiral Cochrane Dr.
Suite 111
Annapolis MD 21401

To Whom It May Concern:

This letter is in regards to Heritage Financial Inc. and their banking relationship with Truist Bank, formerly known as BB&T Bank. Heritage Financial Inc. holds an open and active checking account here with us. The checking account number for this account is 0005155795427. As of today, October 27, 2021, the current account balance is \$286,607.85. At this time, the funds in the checking account ending in 5427 are not hypothecated or encumbered in any way. Should you need additional information or have any questions please feel free to reach out to me at 410-266-9474. Thank you.

A handwritten signature in black ink, appearing to read "Heather Whittington", with a stylized, flowing script.

Heather Whittington
Retail Team Leader
Riva Road Branch
410-266-9474
Heather.whittington@truist.com