

**THANH'S BUSINESS SOLUTIONS LLC**  
**PROFIT & LOSS STATEMENT**  
**For the Year Ended December 31, 2023**

**REVENUE**

Service revenue                \$510,000

Product sales                \$90,000

**Total Revenue                \$600,000**

**COST OF GOODS SOLD**

Direct materials            \$84,000

Direct labor                \$126,000

**Total COGS                \$210,000**

**GROSS PROFIT                \$390,000**

**OPERATING EXPENSES**

Salaries and wages        \$168,000

Rent                        \$24,000

Utilities                    \$6,000

Insurance                \$8,500

Professional fees        \$12,000

Marketing                \$15,000

Office supplies            \$3,500

|                                 |                      |
|---------------------------------|----------------------|
| Depreciation                    | \$8,000              |
| Other expenses                  | \$12,000             |
| <b>Total Operating Expenses</b> | <b>\$257,000</b>     |
| <br><b>NET INCOME</b>           | <br><b>\$133,000</b> |