



Sample Company XYZ

For the Period Ending June 30, 2022

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Prepared By:



Sample Company XYZ
Executive Summary
For the Period Ending June 30, 2022

Financial Snapshot:

Financial Summary

	<u>Current Month</u>	<u>Year-to-Date</u>
Revenue	\$ 129,553	\$ 800,308
Cost of Goods Sold	-	-
Gross Margin	129,553	800,308
<i>GM % of Revenue</i>	<i>100.0%</i>	<i>100.0%</i>
Operating Expenses	112,729	782,559
<i>Op Exp % of Revenue</i>	<i>87.0%</i>	<i>97.8%</i>
Other Income/(Expense)	(1,892)	(2,692)
Net Income	\$ 14,932	\$ 15,057
<i>NI% of Revenue</i>	<i>11.53%</i>	<i>1.88%</i>

Financial Commentary:

In June 2022, Sample Company recorded revenue of \$129k, gross margin of 100% and net income of \$14K. June's revenue of \$129k represents a significant decline from the high revenue points of \$150k per month reported in February through March of this year. The decline represents a seasonal reduction in work, which is expected to increase in the next 2 to 4 months. This business reports no Cost of Goods Sold because it sells digital training materials that were developed internally and have a negligible variable and direct cost associated with each sale.

Expenses of \$113k in the month were lower than the year-to-date average of \$130k/mo, but were in line with other months in which no bonuses were earned by staff.

Net Operating Income in the month was \$17k. The first 5 months of the year were essentially breakeven, so the current month net operating income is quite close to the year-to-date net operating income.

On the balance sheet, the company continues to maintain strong assets, low liabilities and equity of \$602k. No owner distributions have been reported since February, so the company has retained all of the equity earned since that time. Accounts receivable remains in the mid-\$200,000's, representing about 60 days of revenue.

Sample Company XYZ
Income Statement - Summary Trend
For the Period Ending June 30, 2022

	Jun-21	Jul-21	Aug-21	Sep-21	Oct-21	Nov-21	Dec-21	Jan-22	Feb-22	Mar-22	Apr-22	May-22	Jun-22	YTD 2022
Revenue	\$ 147,613	\$ 133,289	\$ 156,956	\$ 145,310	\$ 162,500	\$ 119,724	\$ 137,735	\$ 100,592	\$ 150,704	\$ 152,502	\$ 147,027	\$ 119,928	\$ 129,553	\$ 800,308
Cost of Goods Sold	1,272	700	1,900	-	1,773	160	-	-	-	-	-	-	-	-
Gross Profit Margin	146,341	132,589	155,056	145,310	160,727	119,564	137,735	100,592	150,704	152,502	147,027	119,928	129,553	800,308
<i>Gross Profit Margin %</i>	<i>99.1%</i>	<i>99.5%</i>	<i>98.8%</i>	<i>100.0%</i>	<i>98.9%</i>	<i>99.9%</i>	<i>100.0%</i>	<i>100.0%</i>	<i>100.0%</i>	<i>100.0%</i>	<i>100.0%</i>	<i>100.0%</i>	<i>100.0%</i>	<i>100.0%</i>
Operating Expenses:														
Selling & Marketing	3,188	19,956	1,844	7,504	10,995	3,124	17,792	6,804	6,790	24,568	2,751	2,958	1,786	45,657
Personnel	94,337	101,316	92,332	145,072	103,330	86,461	119,522	117,692	96,360	151,015	91,109	89,717	91,908	637,800
Facilities	(2,850)	1,108	1,108	1,108	1,223	(200)	3,408	1,468	1,709	2,077	1,039	1,039	1,039	8,370
Outside Services	7,834	4,114	4,963	4,140	5,069	4,164	1,889	9,440	2,741	4,930	2,723	1,506	1,415	22,754
Corporate Costs	4,264	6,379	4,164	8,085	2,946	3,743	4,283	4,642	3,580	7,543	4,477	10,657	10,313	41,212
Travel Costs	1,311	2,956	5,289	8,420	2,085	4,176	5,012	1,210	4,734	5,171	3,186	5,096	5,966	25,364
Other Operating Expense	940	850	700	163	573	207	1,585	51	51	206	51	742	302	1,401
Total Operating Expenses	109,024	136,680	110,400	174,491	126,219	101,675	153,490	141,306	115,965	195,510	105,335	111,714	112,729	782,559
Net Operating Income	37,317	(4,091)	44,656	(29,181)	34,508	17,889	(15,755)	(40,714)	34,740	(43,008)	41,693	8,214	16,824	17,749
<i>Net Operating Income %</i>	<i>25.3%</i>	<i>(3.1%)</i>	<i>28.5%</i>	<i>(20.1%)</i>	<i>21.2%</i>	<i>14.9%</i>	<i>(11.4%)</i>	<i>(40.5%)</i>	<i>23.1%</i>	<i>(28.2%)</i>	<i>28.4%</i>	<i>6.8%</i>	<i>13.0%</i>	<i>2.2%</i>
Other Income/(Expense)	95,100	0	0	0	0	0	0	0	0	0	(800)	0	(1,892)	(2,692)
Net Income	\$132,417	(\$4,091)	\$44,656	(\$29,181)	\$34,508	\$17,889	(\$15,755)	(\$40,714)	\$34,740	(\$43,008)	\$40,893	\$8,214	\$14,932	\$15,057
<i>Net Income %</i>	<i>89.7%</i>	<i>(3.1%)</i>	<i>28.5%</i>	<i>(20.1%)</i>	<i>21.2%</i>	<i>14.9%</i>	<i>(11.4%)</i>	<i>(40.5%)</i>	<i>23.1%</i>	<i>(28.2%)</i>	<i>27.8%</i>	<i>6.8%</i>	<i>11.5%</i>	<i>1.9%</i>

Sample Company XYZ
Balance Sheet Summary
For the Period Ending June 30, 2022

	June 30 '21	Jul 31 21	Aug 31 21	Sep 30 '21	Oct 31 21	Nov 30 21	Dec 31 '21	Jan 31 '22	Feb 28 '22	Mar 31 '22	Apr 30 '22	May 31 '22	Jun 30 '22
ASSETS													
Current Assets:													
Cash	285,759	311,365	323,384	273,999	276,895	316,821	229,935	225,605	166,699	139,591	153,561	143,589	205,045
Accounts Receivable	212,804	189,216	210,241	240,922	266,112	243,533	235,838	187,236	268,445	246,695	275,326	293,928	249,572
Other Current Assets	(700)	(405)	(996)	(1,730)	(1,207)	(1,246)	-	(333)	(523)	(1,765)	(660)	(344)	(344)
Total Current Assets	497,863	500,177	532,629	513,191	541,800	559,108	465,773	412,508	434,621	384,520	428,227	437,173	454,274
Non-Current Assets:													
Fixed Assets, Net	197,820	197,820	197,820	197,820	197,820	197,820	197,820	202,283	201,033	201,033	201,033	201,033	201,033
Other Non-Current Assets	6,050	6,050	6,050	6,050	6,050	6,050	6,050	6,050	6,050	6,050	6,050	6,050	6,050
Total Current Assets	203,870	203,870	203,870	203,870	203,870	203,870	203,870	208,333	207,083	207,083	207,083	207,083	207,083
TOTAL ASSETS	701,732	704,046	736,498	717,061	745,670	762,977	669,643	620,841	641,704	591,603	635,310	644,256	661,356
LIABILITIES & STOCKHOLDERS EQUITY													
Current Liabilities:													
Credit Card Liabilities	8,403	13,973	4,785	13,834	10,536	11,604	30,392	22,299	11,613	11,640	15,983	17,914	23,856
Lines of Credit	-	250	-	-	-	-	-	-	-	-	-	-	-
Payroll Liabilities	(1,655)	178	(1,463)	360	(1,106)	(822)	920	2,064	2,016	1,710	1,329	1,283	(1,337)
Total Current Liabilities	6,748	14,401	3,322	14,194	9,430	10,782	31,312	24,363	13,628	13,351	17,312	19,197	22,519
Long Term Liabilities													
Notes Payable	70,752	69,504	68,379	67,251	66,116	64,982	43,842	42,703	41,561	40,406	39,259	38,105	36,952
PPP Loan	-	-	-	-	-	-	-	-	-	-	-	-	-
Total Long Term Liabilities	70,752	69,504	68,379	67,251	66,116	64,982	43,842	42,703	41,561	40,406	39,259	38,105	36,952
Total Liabilities	77,500	83,905	71,701	81,445	75,546	75,764	75,154	67,067	55,190	53,757	56,571	57,303	59,471
Equity													
Distributions	(7,328)	(7,328)	(7,328)	(7,328)	(7,328)	(8,128)	(85,098)	-	(2,000)	(7,660)	(7,660)	(7,660)	(7,660)
Additional Paid In Capital	56,568	56,568	56,568	56,568	56,568	56,568	56,568	56,568	56,568	56,568	56,568	56,568	56,568
Retained Earnings	396,506	396,506	396,506	396,506	396,506	396,506	396,506	537,920	537,920	537,920	537,920	537,920	537,920
Net Income (YTD)	178,487	174,396	219,052	189,871	224,379	242,268	226,513	(40,714)	(5,974)	(48,982)	(8,089)	125	15,057
Total Equity	624,232	620,141	664,797	635,617	670,124	687,213	594,488	553,774	586,514	537,846	578,739	586,953	601,885
TOTAL LIABILITY & EQUITY	701,732	704,046	736,498	717,061	745,670	762,977	669,643	620,841	641,704	591,603	635,310	644,256	661,356

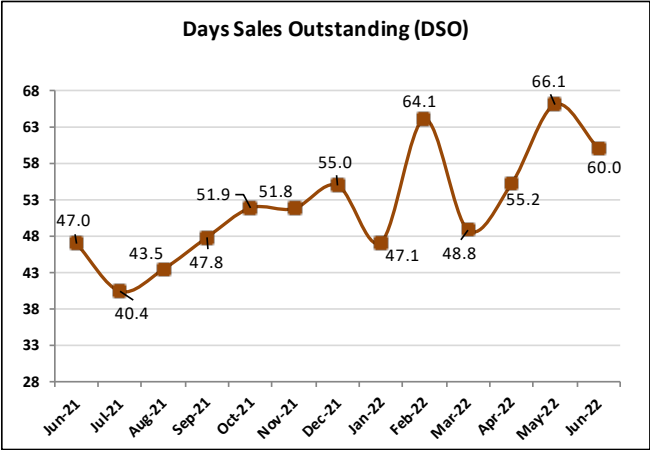
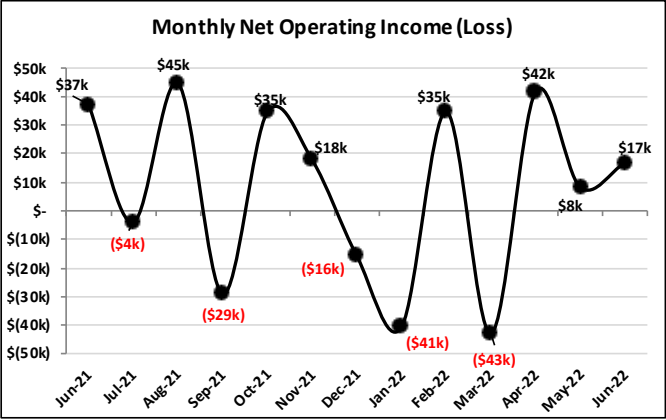
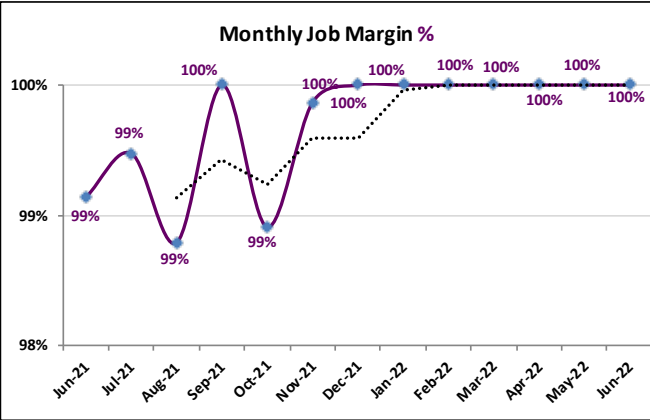
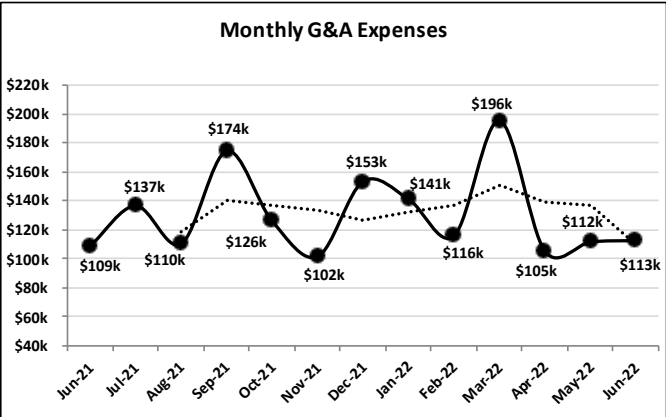
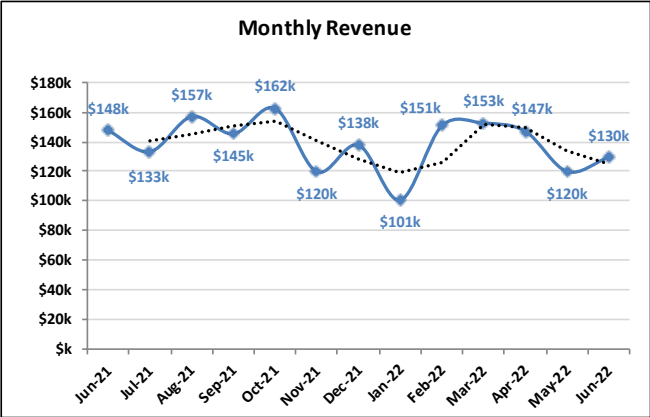
Sample Company XYZ
Statement of Cash Flows
For the Period Ending June 30, 2022

	Jun-21	Jul-21	Aug-21	Sep-21	Oct-21	Nov-21	Dec-21	Jan-22	Feb-22	Mar-22	Apr-22	May-22	Jun-22	YTD 2022
Cash Flow from Operating Activities														
Net Income	132,417	(4,091)	44,656	(29,181)	34,508	17,889	(15,755)	(40,714)	34,740	(43,008)	40,893	8,214	14,932	15,057
Changes in operating assets and liabilities														
Accounts Receivable	(17,462)	23,588	(21,025)	(30,681)	(25,190)	22,580	7,695	48,602	(81,209)	21,750	(28,631)	(18,602)	44,356	(13,734)
Prepaid Medical Insurance	217	(295)	591	733	(523)	39	(1,246)	333	190	1,243	(1,105)	(317)	-	344
Credit Card Liabilities	(6,432)	5,570	(9,188)	9,049	(3,299)	1,068	18,788	(8,093)	(10,686)	27	4,342	1,931	5,942	(6,535)
Net Pay Clearing	-	150	42	67	46	46	1,747	(332)	(377)	(306)	(356)	(750)	98	(2,022)
Retirement Benefits Payable	(1,640)	1,683	(1,683)	1,756	(1,512)	238	(4)	1,476	328	0	(25)	704	(2,718)	(235)
Net Cash Flow from Operating Activities	107,100	26,605	13,394	(48,257)	4,031	41,860	11,224	1,272	(57,014)	(20,293)	15,118	(8,818)	62,610	(7,126)
Cash Flow from Investing Activities														
Fixed Asset Purchases	(2,212)	-	-	-	-	-	-	(4,463)	-	-	-	-	-	(4,463)
Proceeds from Sale	-	-	-	-	-	-	-	-	1,250	-	-	-	-	1,250
Net Cash Flow from Investing Activities	(2,212)	-	-	-	-	-	-	(4,463)	-	-	-	-	-	(4,463)
Cash Flow from Financing Activities														
Loan Payable - Van	(1,120)	(1,248)	(1,125)	(1,128)	(1,135)	(1,134)	(1,140)	(1,139)	(1,142)	(1,155)	(1,148)	(1,154)	(1,153)	(6,891)
Loan Payable - Jamie Hampton	-	-	-	-	-	-	(10,000)	-	-	-	-	-	-	-
Loan Payable - Karim Bouris	-	-	-	-	-	-	(10,000)	-	-	-	-	-	-	-
Line of Credit 2001	-	250	(250)	-	-	-	-	-	-	-	-	-	-	-
SBA PPP Loan	(95,100)	-	-	-	-	-	-	-	-	-	-	-	-	-
Owner Distributions	-	-	-	-	-	(800)	(76,970)	-	(2,000)	(5,660)	-	-	-	(7,660)
Net Cash Flow from Financing Activities	(96,220)	(998)	(1,375)	(1,128)	(1,135)	(1,934)	(98,110)	(1,139)	(3,142)	(6,815)	(1,148)	(1,154)	(1,153)	(14,551)
Beginning Cash Balance	277,090	285,759	311,365	323,384	273,999	276,895	316,821	229,935	225,605	166,699	139,591	153,561	143,589	229,935
Net Change in Cash	8,669	25,607	12,019	(49,385)	2,896	39,926	(86,886)	(4,330)	(58,906)	(27,108)	13,970	(9,972)	61,457	(24,889)
Ending Cash Balance	285,759	311,365	323,384	273,999	276,895	316,821	229,935	225,605	166,699	139,591	153,561	143,589	205,045	205,045

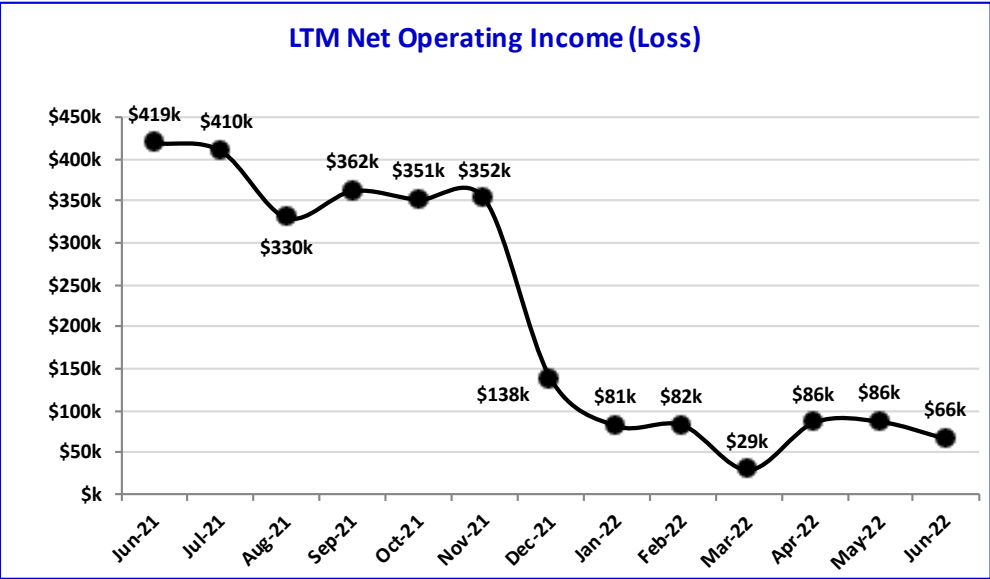
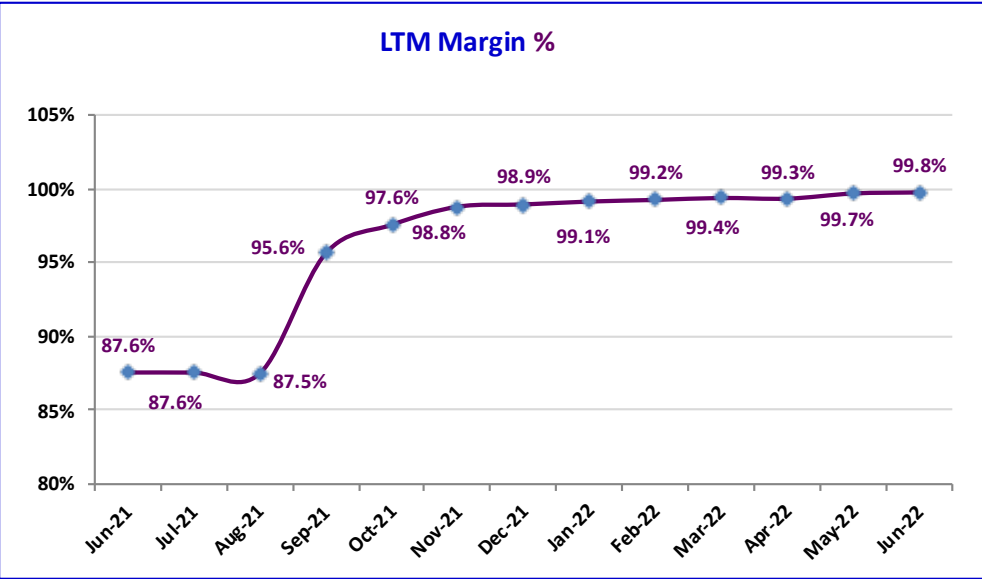
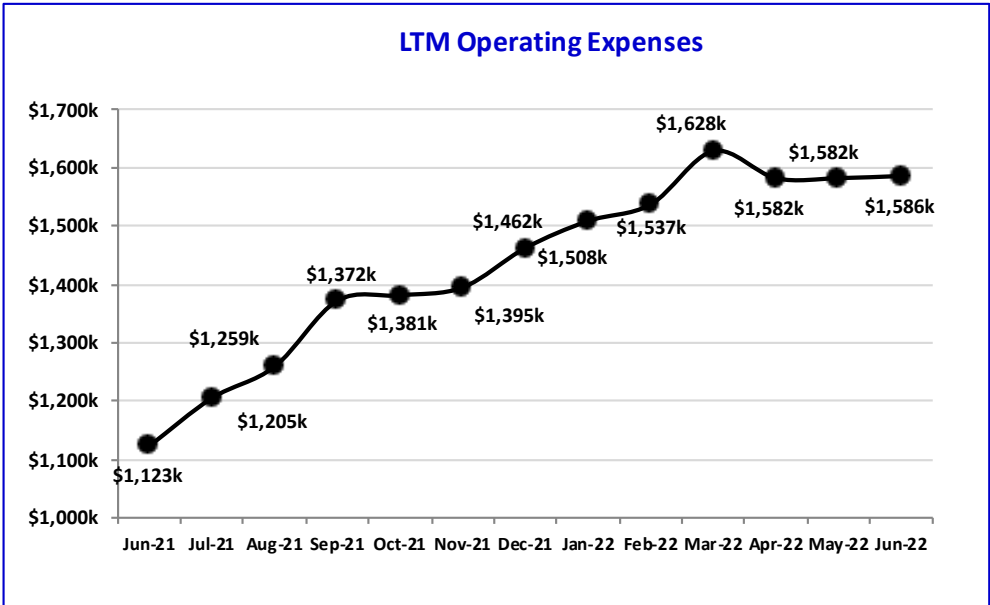
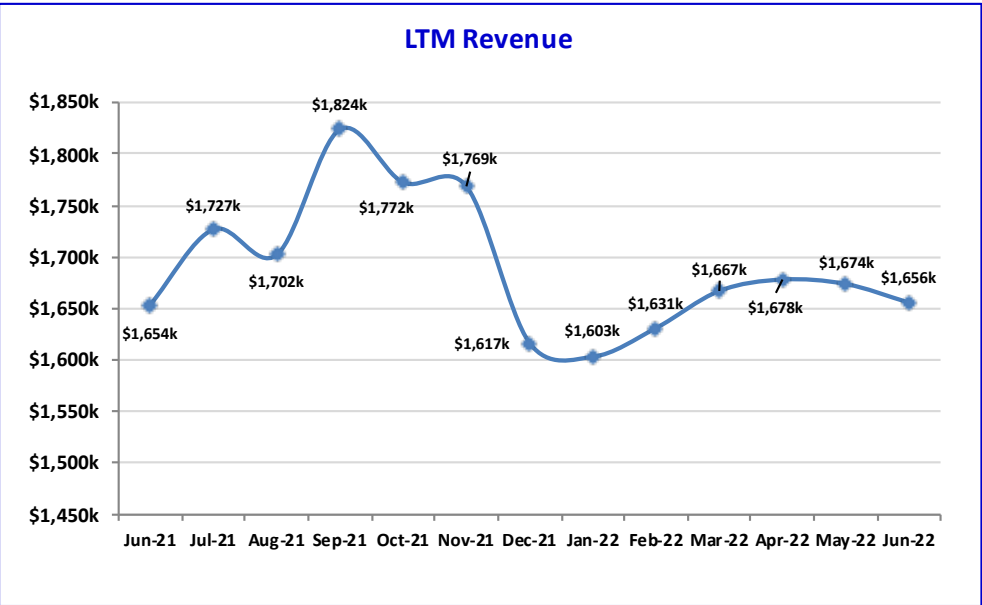
Sample Company XYZ**Year-over-Year Income Statement Comparison (Summary)**

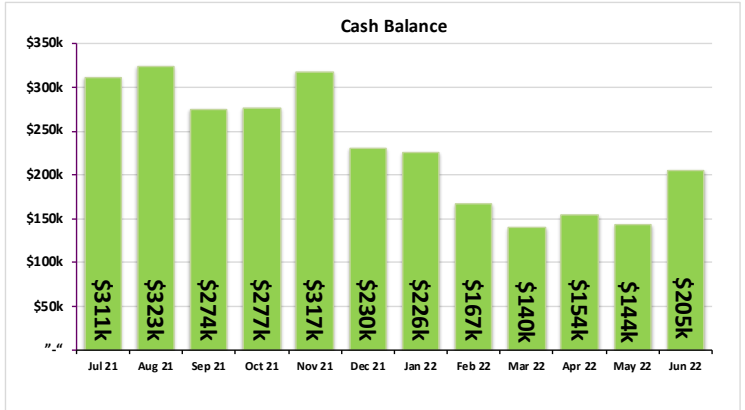
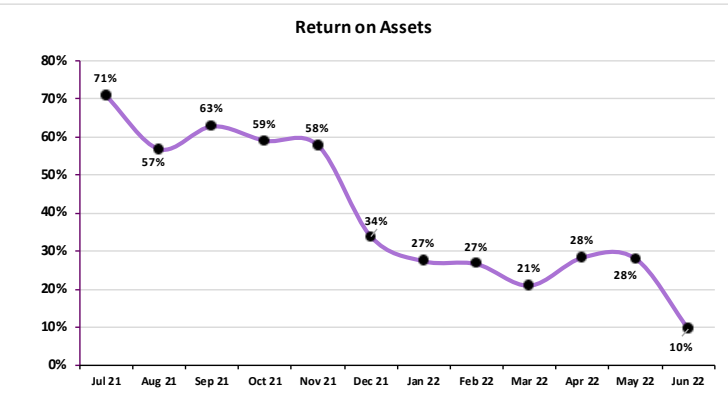
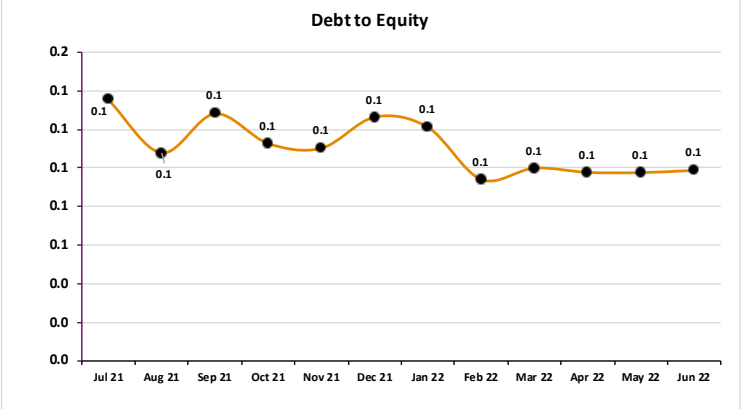
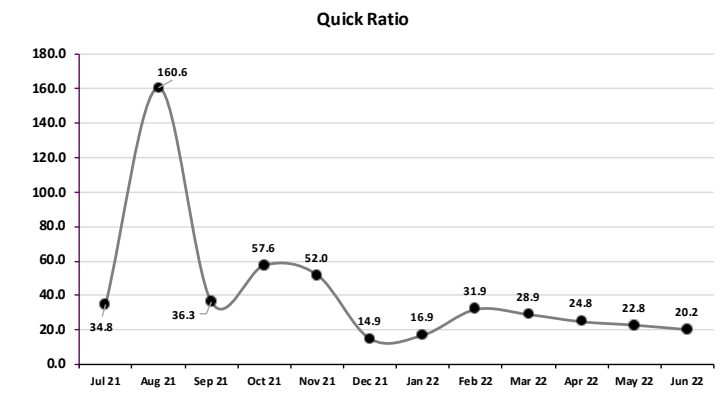
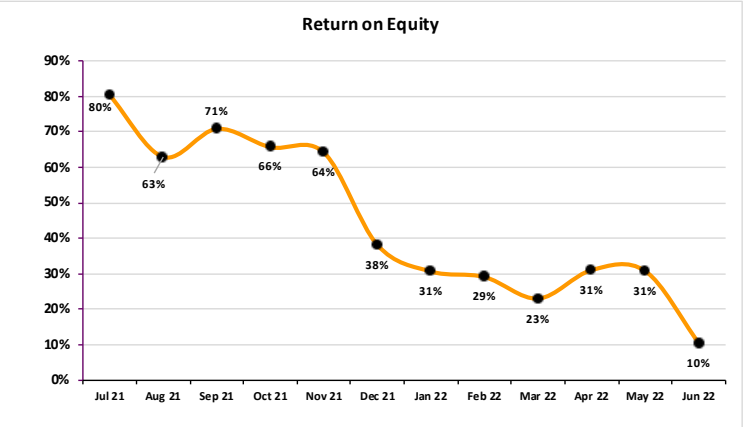
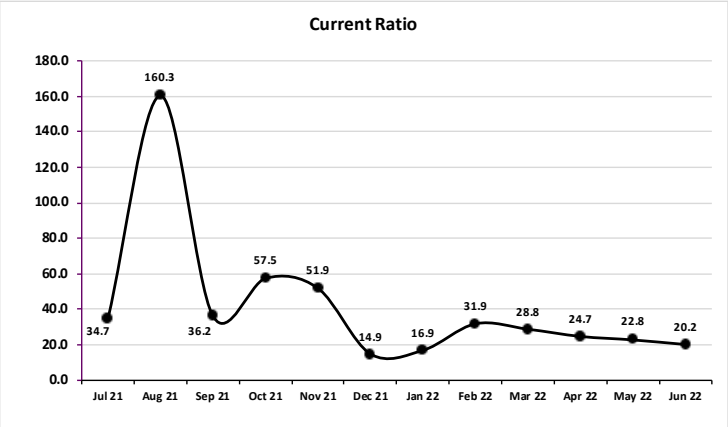
For the Period Ending June 30, 2022

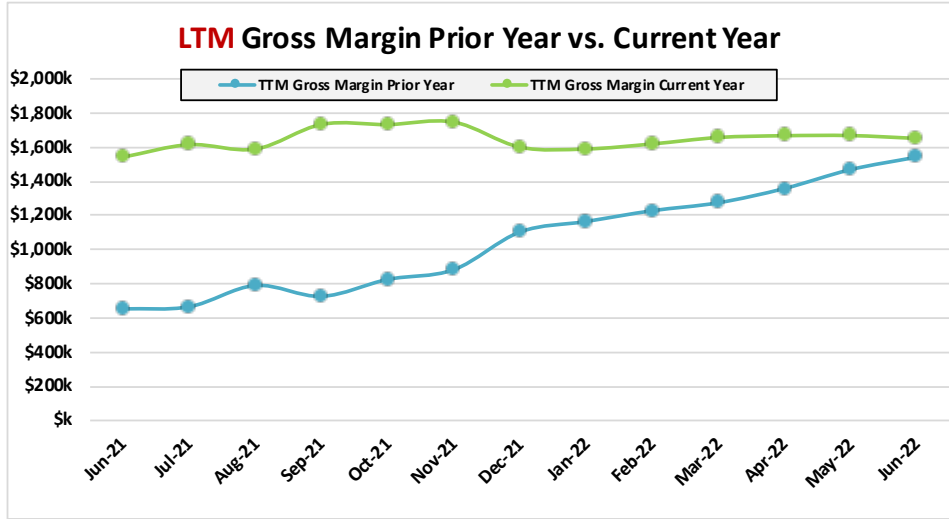
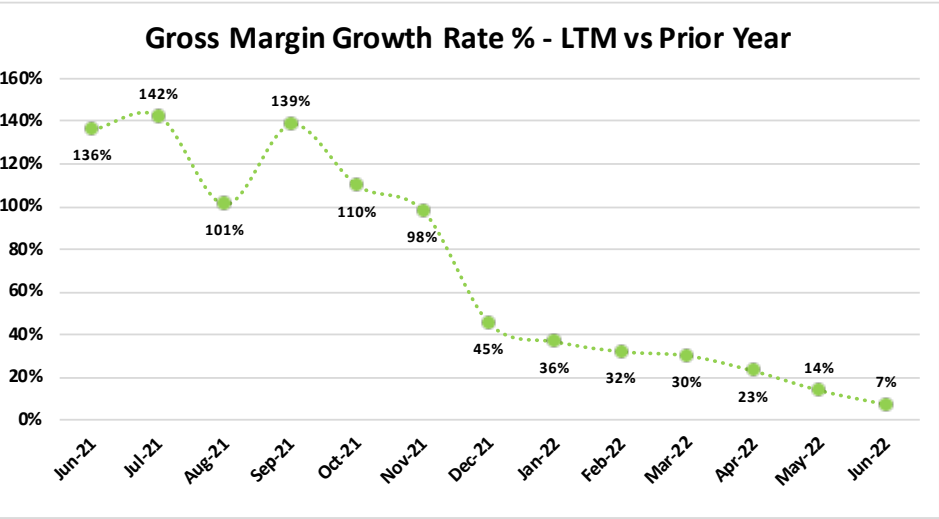
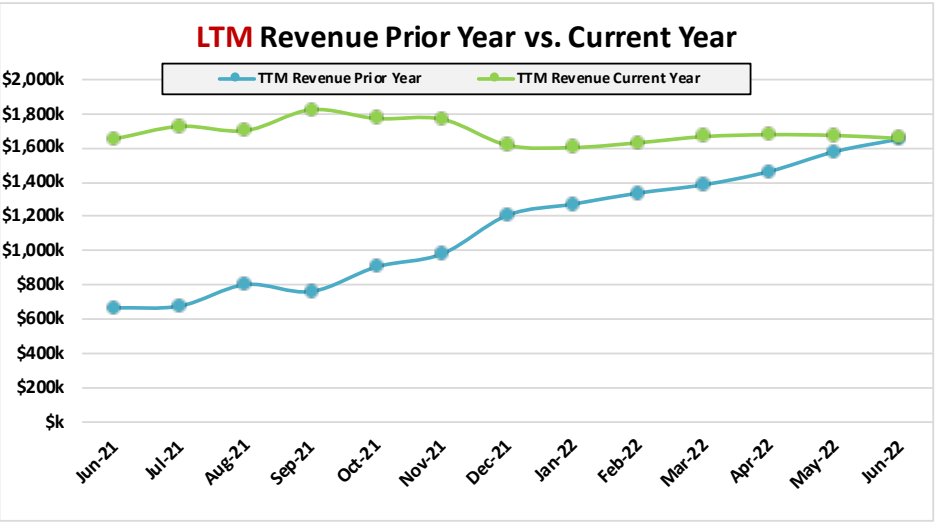
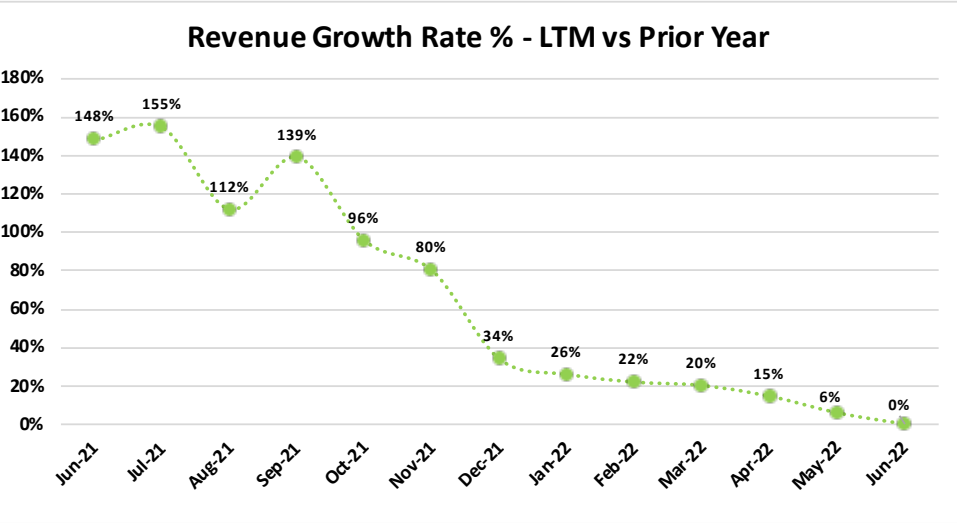
	Jun-21	Jun-22
Revenue	\$ 761,071	\$ 800,308
Cost of Goods Sold	11,925	-
Gross Profit Margin	749,146	800,308
<i>Gross Profit Margin %</i>	98.4%	100.0%
Operating Expenses:		
Selling & Marketing	32,806	45,657
Personnel	528,382	637,800
Facilities	13,798	8,370
Outside Services	34,254	22,754
Corporate Costs	28,961	41,212
Travel Costs	13,744	25,364
Other Operating Expense	7,216	1,401
Total Operating Expenses	659,160	782,559
Net Operating Income	89,986	17,749
<i>Net Operating Income %</i>	11.8%	2.2%
Other Income/(Expense)	88,500	(2,692)
Net Income	\$ 178,486	\$ 15,057
<i>Net Income %</i>	23.5%	1.9%



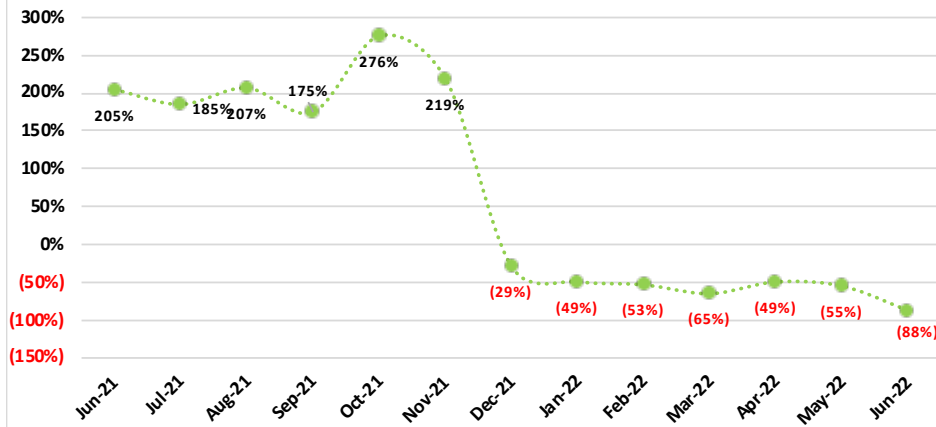
NOTE: "LTM" refers to "Last Twelve Months". Each data point is a sum of the previous 12 months.



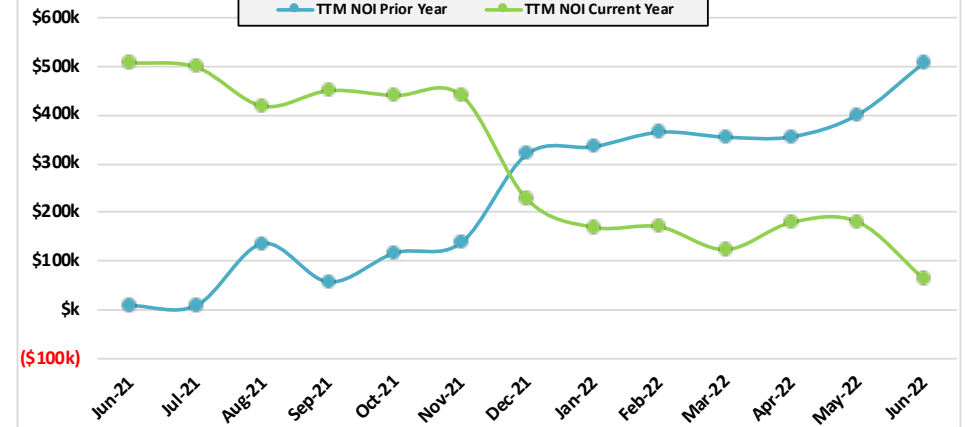




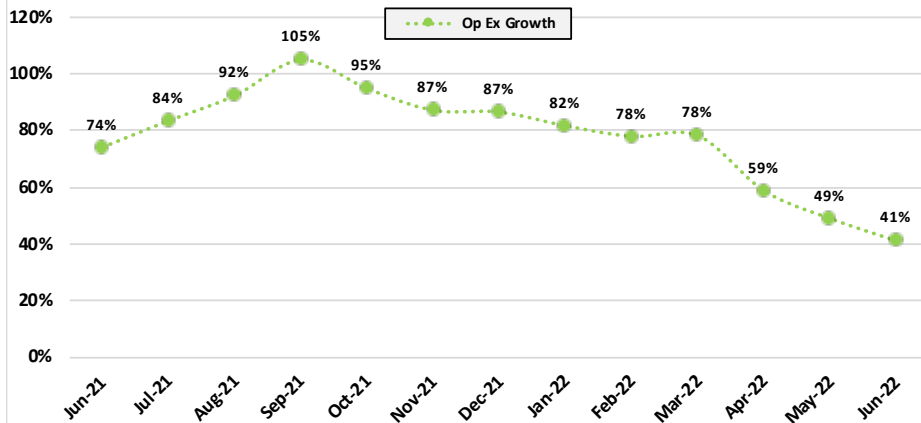
NOI Growth Rate % - LTM vs Prior Year



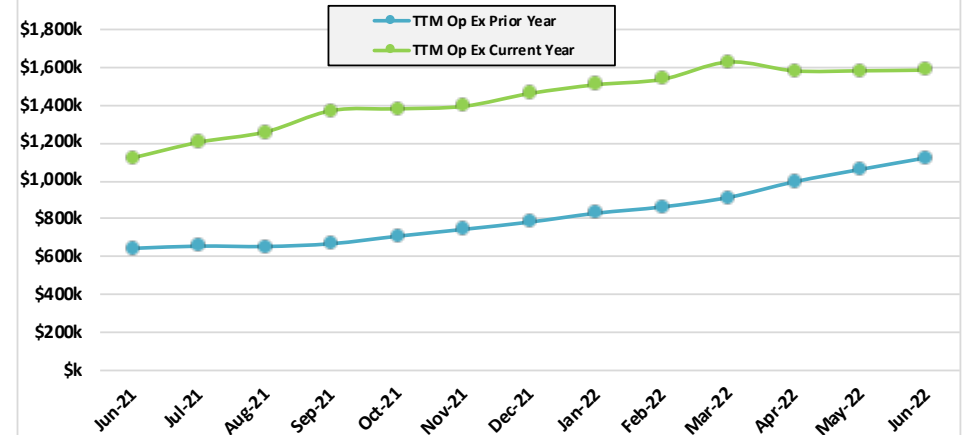
LTM NOI Prior Year vs. Current Year



Op Ex Growth Rate % - LTM vs Prior Year



LTM Op Ex Prior Year vs. Current Year

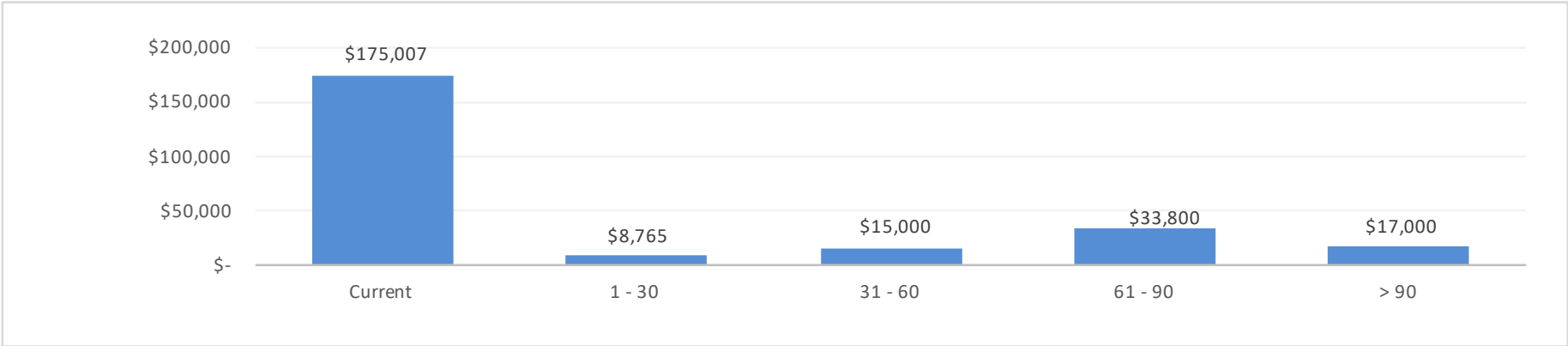


Sample Company XYZ

Aging Summary of Account Receivables

For the Period Ending June 30, 2022

Accounts Receivable Aging



Rank	Customer	Current	1 - 30	31 - 60	61 - 90	> 90	Total
1	Customer 1	60,000		15,000	29,000		\$ 104,000
2	Customer 2	55,000				15,000	\$ 70,000
3	Customer 3	55,000			2,300		\$ 57,300
4	Customer 4		6,600			2,000	\$ 8,600
5	Customer 5	4,000	2,165		2,500		\$ 8,665
6	Customer 6	1,007	-				\$ 1,007
TOTAL		\$ 175,007	\$ 8,765	\$ 15,000	\$ 33,800	\$ 17,000	\$ 249,572

Sample Company XYZ
Income Statement Detail
For the Period Ending June 30, 2022

	Jun-21	Jul-21	Aug-21	Sep-21	Oct-21	Nov-21	Dec-21	Jan-22	Feb-22	Mar-22	Apr-22	May-22	Jun-22	YTD 2022
Revenue														
Billable Expense Income	9,151	9,151	-	-	-	-	-	-	-	-	-	-	-	-
Services	137,578	124,431	156,956	145,310	162,500	119,724	137,735	100,592	150,704	152,502	147,027	119,928	129,553	800,308
Product Sales	884	(294)	-	-	-	-	-	-	-	-	-	-	-	-
Total Revenue	147,613	133,289	156,956	145,310	162,500	119,724	137,735	100,592	150,704	152,502	147,027	119,928	129,553	800,308
Cost of Goods Sold:														
Client Expenses	(128)	-	-	-	-	-	-	-	-	-	-	-	-	-
Contractor Services	1,400	700	1,900	-	1,773	160	-	-	-	-	-	-	-	-
Total Cost of Goods Sold	1,272	700	1,900	-	1,773	160	-	-	-	-	-	-	-	-
Gross Profit Margin	146,341	132,589	155,056	145,310	160,727	119,564	137,735	100,592	150,704	152,502	147,027	119,928	129,553	800,308
<i>Gross Profit Margin %</i>	<i>99.1%</i>	<i>99.5%</i>	<i>98.8%</i>	<i>100.0%</i>	<i>98.9%</i>	<i>99.9%</i>	<i>100.0%</i>	<i>100.0%</i>	<i>100.0%</i>	<i>100.0%</i>	<i>100.0%</i>	<i>100.0%</i>	<i>100.0%</i>	<i>100.0%</i>
Operating Expenses:														
Selling & Marketing														
Advertising	2,840	12,200	1,844	7,165	3,238	1,643	16,782	530	443	23,983	1,251	2,044	889	29,140
Website	348	7,756	-	339	7,756	1,481	1,010	6,274	6,348	585	1,500	914	897	16,518
Total Selling & Marketing	3,188	19,956	1,844	7,504	10,995	3,124	17,792	6,804	6,790	24,568	2,751	2,958	1,786	45,657
Personnel														
Payroll Fees	397	376	376	706	403	436	415	845	457	602	193	363	200	2,661
Taxes	7,811	7,177	6,996	10,076	7,584	5,887	8,431	11,902	9,457	12,181	7,002	6,865	15,663	63,070
Employee Incentives	-	-	90	15	-	-	-	450	-	-	-	-	-	450
Insurance	3,216	8,908	(875)	3,841	3,783	4,121	5,176	7,864	2,703	4,217	3,076	1,665	1,346	20,872
Reimbursements	116	252	-	-	-	-	226	-	-	-	-	-	-	-
Retirement Contributions	585	628	626	976	474	241	240	350	849	1,491	-	1,281	1,295	5,267
Team Building Expenses	-	-	-	-	-	-	94	-	-	-	-	-	-	-
Officer Compensation	15,550	15,828	15,828	19,896	20,252	222	8,178	16,377	17,590	25,075	15,385	16,365	15,385	106,177
Wages	66,662	68,148	69,292	109,562	70,834	75,554	96,761	79,903	65,303	107,449	65,454	63,177	58,019	439,305
Total Personnel	94,337	101,316	92,332	145,072	103,330	86,461	119,522	117,692	96,360	151,015	91,109	89,717	91,908	637,800
Facilities														
Rent	(2,850)	1,108	1,108	1,108	-	(200)	3,255	(70)	1,239	2,077	1,039	1,039	1,039	6,363
Repairs and Maintenance	-	-	-	-	1,223	-	153	1,537	470	-	-	-	-	2,007
Total Facilities	(2,850)	1,108	1,108	1,108	1,223	(200)	3,408	1,468	1,709	2,077	1,039	1,039	1,039	8,370
Outside Services														
Accounting Fees	2,030	1,875	1,706	1,670	2,535	1,670	1,250	2,000	1,610	1,250	1,700	950	950	8,460
Bookkeeping Fees	350	391	902	451	-	962	481	421	616	421	421	331	240	2,449
Leadership Consulting	3,915	1,234	1,755	1,244	675	1,060	-	5,855	515	2,177	450	225	225	9,447
Legal Fees	1,539	615	600	775	1,859	473	158	1,164	-	1,083	152	-	-	2,399
Total Outside Services	7,834	4,114	4,963	4,140	5,069	4,164	1,889	9,440	2,741	4,930	2,723	1,506	1,415	22,754

Sample Company XYZ
Income Statement Detail
For the Period Ending June 30, 2022

	Jun-21	Jul-21	Aug-21	Sep-21	Oct-21	Nov-21	Dec-21	Jan-22	Feb-22	Mar-22	Apr-22	May-22	Jun-22	YTD 2022
Corporate Costs														
Computer and Repair	1,297	1,485	558	2,913	837	742	615	1,178	351	179	766	405	99	2,978
Office Supplies & Expenses	384	977	1,772	580	77	824	449	201	211	333	872	1,543	(32)	3,128
Postage & Delivery	570	194	221	171	743	142	168	462	152	68	180	580	176	1,619
Telephone	833	848	783	1,307	728	890	852	1,198	1,363	1,761	1,151	1,584	1,002	8,061
Bank Service Charges	50	278	26	25	30	25	25	25	25	25	25	37	25	162
Conferences	-	-	-	-	-	30	-	-	-	-	-	-	-	-
Dues & Subscriptions	762	492	563	1,326	337	813	1,180	1,401	1,312	3,241	1,282	6,344	6,251	19,830
Insurance	-	2,036	-	1,583	-	-	786	-	-	1,711	-	-	2,628	4,339
Interest Expense	128	-	123	120	113	114	108	109	106	93	100	94	95	597
QuickBooks Payments Fees	240	70	80	60	80	120	100	110	60	90	100	70	70	500
Tax and License	-	-	38	-	-	42	-	(42)	-	42	-	-	-	-
Total Corporate Costs	4,264	6,379	4,164	8,085	2,946	3,743	4,283	4,642	3,580	7,543	4,477	10,657	10,313	41,212
Travel Costs														
Airfare and local Transportation	-	1,644	3,320	3,140	(882)	(493)	200	744	2,468	1,664	1,772	325	501	7,473
Hotel Accommodations	-	-	-	-	-	-	1,378	(643)	1,000	1,405	193	-	138	2,094
Meals (100%)	19	40	444	226	98	-	1,438	-	-	11	-	-	90	100
Meals (50%)	981	1,272	1,446	3,016	1,668	2,539	1,946	1,072	1,265	1,827	99	749	928	5,940
Conference Airfare	-	-	-	-	-	-	-	-	-	-	-	895	444	1,339
Conference Hotel	-	-	-	-	-	-	-	-	-	-	-	2,915	-	2,915
Conference Meals	-	-	-	-	-	-	-	-	-	-	108	116	-	225
Conference Registration Fees	-	-	-	-	-	-	-	-	-	250	-	-	3,798	4,048
General Staff Meals	203	-	-	-	-	-	-	-	-	-	-	-	-	-
Parking & Tolls	2	-	-	-	-	-	-	-	-	15	-	48	-	63
Fuel, Repairs, Registration and Insurance	107	-	80	2,038	1,200	2,130	50	37	-	-	1,015	46	68	1,166
Total Travel Costs	1,311	2,956	5,289	8,420	2,085	4,176	5,012	1,210	4,734	5,171	3,186	5,096	5,966	25,364
Other Operating Expense														
Charitable Contributions	322	143	73	63	573	207	1,585	51	51	51	51	187	302	691
Client Gifts	618	707	627	100	-	-	-	-	-	155	-	555	-	710
Total Other Operating Expense	940	850	700	163	573	207	1,585	51	51	206	51	742	302	1,401
Total Operating Expenses	109,024	136,680	110,400	174,491	126,219	101,675	153,490	141,306	115,965	195,510	105,335	111,714	112,729	782,559
Net Operating Income	37,317	(4,091)	44,656	(29,181)	34,508	17,889	(15,755)	(40,714)	34,740	(43,008)	41,693	8,214	16,824	17,749
<i>Net Operating Income %</i>	<i>25.3%</i>	<i>-3.1%</i>	<i>28.5%</i>	<i>-20.1%</i>	<i>21.2%</i>	<i>14.9%</i>	<i>-11.4%</i>	<i>-40.5%</i>	<i>23.1%</i>	<i>-28.2%</i>	<i>28.4%</i>	<i>6.8%</i>	<i>13.0%</i>	<i>2.2%</i>
Other Income/(Expense):														
Bad Debt Expense	-	-	-	-	-	-	-	-	-	-	(800)	-	-	(800)
Interest Income	0	0	0	0	0	0	0	0	0	0	0	0	0	0
PPP Loan	95,100	-	-	-	-	-	-	-	-	-	-	-	-	-
OR State Taxes	-	-	-	-	-	-	-	-	-	-	-	-	(1,892)	(1,892)
Total Other Income/(Expense)	95,100	0	0	0	0	0	0	0	0	0	(800)	0	(1,892)	(2,692)
Net Income	\$ 132,417	\$ -4,091	\$ 44,656	\$ -29,181	\$ 34,508	\$ 17,889	\$ -15,755	\$ -40,714	\$ 34,740	\$ -43,008	\$ 40,893	\$ 8,214	\$ 14,932	\$ 15,057
<i>Net Income %</i>	<i>89.7%</i>	<i>-3.1%</i>	<i>28.5%</i>	<i>-20.1%</i>	<i>21.2%</i>	<i>14.9%</i>	<i>-11.4%</i>	<i>-40.5%</i>	<i>23.1%</i>	<i>-28.2%</i>	<i>27.8%</i>	<i>6.8%</i>	<i>11.5%</i>	<i>1.9%</i>

Sample Company XYZ
Balance Sheet Detail
For the Period Ending June 30, 2022

	June 30 '21	Jul 31 21	Aug 31 21	Sep 30 '21	Oct 31 21	Nov 30 21	Dec 31 '21	Jan 31 22	Feb 28 22	Mar 31 '22	Apr 30 22	May 31 22	June 30 '22
ASSETS													
Current Assets:													
Cash													
Chase Checking	276,004	305,611	317,629	268,244	271,140	307,366	224,480	216,150	161,244	134,136	148,106	138,134	199,590
Chase Savings	5,455	5,455	5,455	5,455	5,455	5,455	5,455	5,455	5,455	5,455	5,455	5,455	5,455
Petty Cash	300	300	300	300	300	-	-	-	-	-	-	-	-
Undeposited Funds	4,000	-	-	-	-	4,000	-	4,000	-	-	-	-	-
Total Cash	285,759	311,365	323,384	273,999	276,895	316,821	229,935	225,605	166,699	139,591	153,561	143,589	205,045
Receivables													
Accounts Receivable	212,804	189,216	210,241	240,922	266,112	243,533	235,838	187,236	268,445	246,695	275,326	293,928	249,572
Net Accounts Receivable	212,804	189,216	210,241	240,922	266,112	243,533	235,838	187,236	268,445	246,695	275,326	293,928	249,572
Other Current Assets													
Prepaid Medical Insurance	(700)	(405)	(996)	(1,730)	(1,207)	(1,246)	-	(333)	(523)	(1,765)	(660)	(344)	(344)
Total Other Current Assets	(700)	(405)	(996)	(1,730)	(1,207)	(1,246)	-	(333)	(523)	(1,765)	(660)	(344)	(344)
Total Current Assets	497,863	500,177	532,629	513,191	541,800	559,108	465,773	412,508	434,621	384,520	428,227	437,173	454,274
Non-Current Assets:													
Fixed Assets													
Computer Equipment	25,179	25,179	25,179	25,179	25,179	25,179	25,179	29,642	28,392	28,392	28,392	28,392	28,392
Mobile Office	177,267	177,267	177,267	177,267	177,267	177,267	177,267	177,267	177,267	177,267	177,267	177,267	177,267
Office Furniture	5,357	5,357	5,357	5,357	5,357	5,357	5,357	5,357	5,357	5,357	5,357	5,357	5,357
Accumulated Depreciation	(9,983)	(9,983)	(9,983)	(9,983)	(9,983)	(9,983)	(9,983)	(9,983)	(9,983)	(9,983)	(9,983)	(9,983)	(9,983)
Net Fixed Assets	197,820	197,820	197,820	197,820	197,820	197,820	197,820	202,283	201,033	201,033	201,033	201,033	201,033
Intangible Assets													
Organizational Costs	3,150	3,150	3,150	3,150	3,150	3,150	3,150	3,150	3,150	3,150	3,150	3,150	3,150
Accumulated Amortization	(3,150)	(3,150)	(3,150)	(3,150)	(3,150)	(3,150)	(3,150)	(3,150)	(3,150)	(3,150)	(3,150)	(3,150)	(3,150)
Net Intangible Assets	-	-	-	-	-	-	-	-	-	-	-	-	-
Other Non-Current Assets													
Security Deposits	6,050	6,050	6,050	6,050	6,050	6,050	6,050	6,050	6,050	6,050	6,050	6,050	6,050
Other Non-Current Assets	6,050	6,050	6,050	6,050	6,050	6,050	6,050	6,050	6,050	6,050	6,050	6,050	6,050
TOTAL ASSETS	701,732	704,046	736,498	717,061	745,670	762,977	669,643	620,841	641,704	591,603	635,310	644,256	661,356

Sample Company XYZ
Balance Sheet Detail
For the Period Ending June 30, 2022

	June 30 '21	Jul 31 21	Aug 31 21	Sep 30 '21	Oct 31 21	Nov 30 21	Dec 31 '21	Jan 31 22	Feb 28 22	Mar 31 '22	Apr 30 22	May 31 22	June 30 '22
LIABILITIES & STOCKHOLDERS EQUITY													
Current Liabilities:													
Credit Card Person 1	4,753	12,215	3,780	8,756	9,200	8,799	23,716	20,543	11,153	7,165	14,172	9,728	18,343
Credit Card Person 2	3,651	1,758	1,005	5,078	1,336	2,805	6,676	1,756	460	4,475	1,810	8,186	5,513
Line of Credit	-	250	-	-	-	-	-	-	-	-	-	-	-
FSA Liability	-	-	-	-	-	-	-	-	-	-	-	-	758
Payroll Taxes Payable	-	150	192	259	305	351	(180)	(132)	(132)	(58)	(34)	(22)	(682)
Payroll Clearing	-	-	-	-	-	-	2,278	1,898	1,522	1,142	762	-	-
Retirement Benefits Payable	(1,655)	28	(1,655)	101	(1,411)	(1,173)	(1,178)	298	626	626	601	1,305	(1,413)
Total Current Liabilities	6,748	14,401	3,322	14,194	9,430	10,782	31,312	24,363	13,628	13,351	17,312	19,197	22,519
Long Term Liabilities:													
Loan Payable - Owners 1	50,752	49,504	48,379	47,251	46,116	44,982	43,842	42,703	41,561	40,406	39,259	38,105	36,952
Loan Payable - Owners 2	10,000	10,000	10,000	10,000	10,000	10,000	-	-	-	-	-	-	-
Loan Payable - Owners 3	10,000	10,000	10,000	10,000	10,000	10,000	-	-	-	-	-	-	-
Total Long Term Liabilities	70,752	69,504	68,379	67,251	66,116	64,982	43,842	42,703	41,561	40,406	39,259	38,105	36,952
Total Liabilities	77,500	83,905	71,701	81,445	75,546	75,764	75,154	67,067	55,190	53,757	56,571	57,303	59,471
Equity													
Additional Paid-in Capital	56,568	56,568	56,568	56,568	56,568	56,568	56,568	56,568	56,568	56,568	56,568	56,568	56,568
Owner Distributions	(7,328)	(7,328)	(7,328)	(7,328)	(7,328)	(8,128)	(85,098)	-	(2,000)	(7,660)	(7,660)	(7,660)	(7,660)
Retained Earnings	396,506	396,506	396,506	396,506	396,506	396,506	396,506	537,920	537,920	537,920	537,920	537,920	537,920
Net Income (YTD)	178,487	174,396	219,052	189,871	224,379	242,268	226,513	(40,714)	(5,974)	(48,982)	(8,089)	125	15,057
Total Equity	624,232	620,141	664,797	635,617	670,124	687,213	594,488	553,774	586,514	537,846	578,739	586,953	601,885
TOTAL LIABILITY & EQUITY	701,732	704,046	736,498	717,061	745,670	762,977	669,643	620,841	641,704	591,603	635,310	644,256	661,356

Sample Company XYZ
Year-over-Year Income Statement Comparison (Detail)
For the Period Ending June 30, 2022

	YTD	
	Jun-21	Jun-22
Revenue		
Billable Expense Income	41,075	-
Product Sales	913	-
Services	719,084	800,308
Total Revenue	761,071	800,308
Cost of Goods Sold:		
Client Expenses	250	-
Contractor Services	11,675	-
Total Cost of Goods Sold	11,925	-
Gross Profit Margin	749,146	800,308
<i>Gross Profit Margin %</i>	<i>98.4%</i>	<i>100.0%</i>
Operating Expenses:		
Selling & Marketing		
Advertising	16,781	29,140
Website	16,024	16,518
Total Selling & Marketing	32,806	45,657
Personnel		
Payroll Fees	2,712	2,661
Taxes	44,619	63,070
Employee Incentives	50	450
Insurance	11,356	20,872
Reimbursements	731	-
Retirement Contributions	4,146	5,267
Team Building Expenses	11,745	-
Officer Compensation	97,039	106,177
Wages	355,984	439,305
Total Personnel	528,382	637,800
Facilities		
Rent	9,300	6,363
Repairs and Maintenance	4,499	2,007
Total Facilities	13,798	8,370
Outside Services		
Accounting Fees	10,970	8,460
Bookkeeping Fees	2,583	2,449
Leadership Consulting	16,765	9,447
Other Professional Services	3,936	2,399
Total Outside Services	34,254	22,754

Sample Company XYZ
Year-over-Year Income Statement Comparison (Detail)
For the Period Ending June 30, 2022

	YTD	
	Jun-21	Jun-22
Corporate Costs		
Professional Development	90	-
Office Supplies & Expenses	4,081	3,128
Computer and Repair	9,022	2,978
Postage & Delivery	2,355	1,619
Bank Service Charges	106	162
Telephone	5,314	8,061
Conferences	1,063	-
Dues & Subscriptions	3,926	19,830
Insurance	1,533	4,339
Interest Expense	792	597
QuickBooks Payments Fees	361	500
Tax and License	319	-
Total Corporate Costs	28,961	41,212
Travel Costs		
Airfare and local Transportation	3,627	7,473
Hotel Accommodations	-	2,094
General Staff Meals	589	-
Meals (100%)	114	100
Meals (50%)	6,635	5,940
Conference Airfare	-	1,339
Conference Hotel	-	2,915
Conference Meals	-	225
Conference Registration Fees	-	4,048
Fuel, Repairs, Registration and Insurance	2,747	1,166
Other Travel	31	63
Total Travel Costs	13,744	25,364
Other Operating Expense		
Charitable Contributions	3,272	691
Client Gifts	3,944	710
Total Other Operating Expense	7,216	1,401
Total Operating Expenses	659,160	782,559
Net Operating Income	89,986	17,749
<i>Net Operating Income %</i>	<i>11.8%</i>	<i>2.2%</i>
Other Income/(Expense):		
Bad Debt Expense	95,100	(800)
OR State Taxes	-	(1,892)
CA State Taxes	(6,600)	-
Total Other Income/(Expense)	88,500	(2,692)
Net Income	178,486	15,057
<i>Net Income %</i>	<i>23.5%</i>	<i>1.9%</i>