

# Profit and Loss (% of Revenue)

January - December 2022

	Jan - Dec 2022	Jan - Dec 2021 (PY)	Total % of Income
<b>INCOME</b>			
Sales	479,083.96	219,017.44	104.25 %
Unapplied Cash Payment Income	-1,424.00	1,424.00	-0.31 %
Refund/ Discount	-18,100.00		-3.94 %
<b>Total Income</b>	<b>459,559.96</b>	<b>220,441.44</b>	<b>100.00 %</b>
<b>COST OF GOODS SOLD</b>			
Supplies & Materials	97,092.41	45,247.52	21.13 %
Cost of Goods Sold	6,143.25	429.32	1.34 %
Shipping & Delivery		45,676.84	22.46 %
<b>Total Cost of Goods Sold</b>	<b>103,235.66</b>	<b>174,764.60</b>	<b>77.54 %</b>
<b>GROSS PROFIT</b>	<b>356,324.30</b>		
<b>EXPENSES</b>			
Payroll Expenses		97,721.18	34.35 %
Payroll Wage Expenses	157,873.31	8,596.11	2.84 %
Payroll Tax Expenses	13,067.34		
<b>Total Payroll Expenses</b>	<b>170,940.65</b>	<b>106,317.29</b>	<b>37.20 %</b>
Contractors	29,418.34	7,159.25	6.40 %
Insurance	11,111.66	8,413.06	2.42 %
Reimbursement of CC Payment-Scott Voges	8,857.89	4,401.48	1.93 %
Utilities	7,594.60	5,727.53	1.65 %
Accounting Fees	6,900.00	7,250.00	1.50 %
Job Supplies	6,875.90	7,246.31	1.50 %
Fuel & Gas	6,351.99	4,109.15	1.38 %
Truck Payment	5,138.80	5,738.28	1.12 %
Meals & Entertainment	5,065.07	2,951.89	1.10 %
Advertising & Marketing	3,556.76	-1,363.51	0.77 %
Uncategorized Transactions	3,155.50	300.00	0.69 %
Office Supplies & Software	2,294.74	2,862.47	0.50 %
Repairs & Maintenance	2,211.32	1,525.96	0.48 %
Payroll Processing Fees	2,157.27	3,204.60	0.47 %
Legal & Professional Services	2,044.57	2,825.00	0.44 %
Bank Charges & Fees	1,477.40	249.66	0.32 %
Auto Expense	1,097.79	1,531.69	0.24 %
Donation & Charity	400.00	1,200.00	0.09 %
Travel	380.26	350.51	0.08 %
Interest Paid		1,303.83	
Payments and Fees		3,621.39	
Taxes & Licenses		77.74	
Waste Expense	-6,143.25		-1.34 %
<b>Total Expenses</b>	<b>270,887.26</b>	<b>177,003.58</b>	<b>58.94 %</b>
<b>NET OPERATING INCOME</b>	<b>85,437.04</b>	<b>-2,238.98</b>	<b>18.59 %</b>

Finance equity PAYMENT 19,979.60