

Perfect Pitches

# Financial Report

January 2024



## PERFECT PITCHES

*Residential Consulting, Design, Drafting, and Permitting*

Prepared By

J2Bookkeeping LLC

Prepared On

February 11, 2024

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# Executive Summary

## Revenue

Q1 2024

\$3,500

↓ Down **87%**  
vs. Q4

YTD

\$3,500

↑ Up -%  
vs. Jan-Jan 2023

## Cost Of Goods Sold

Q1 2024

\$0

↑ Up -%  
vs. Q4

YTD

\$0

↑ Up -%  
vs. Jan-Jan 2023

## Operating Expenses

Q1 2024

\$2,433

↓ Down **78%**  
vs. Q4

YTD

\$2,433

↓ Down **29%**  
vs. Jan-Jan 2023

## Net Operating Income

Q1 2024

\$1,066

↓ Down **93%**  
vs. Q4

YTD

\$1,066

↑ Up **131%**  
vs. Jan-Jan 2023

## Net Income

Q1 2024

\$1,066

↓ Down **93%**  
vs. Q4

YTD

\$1,066

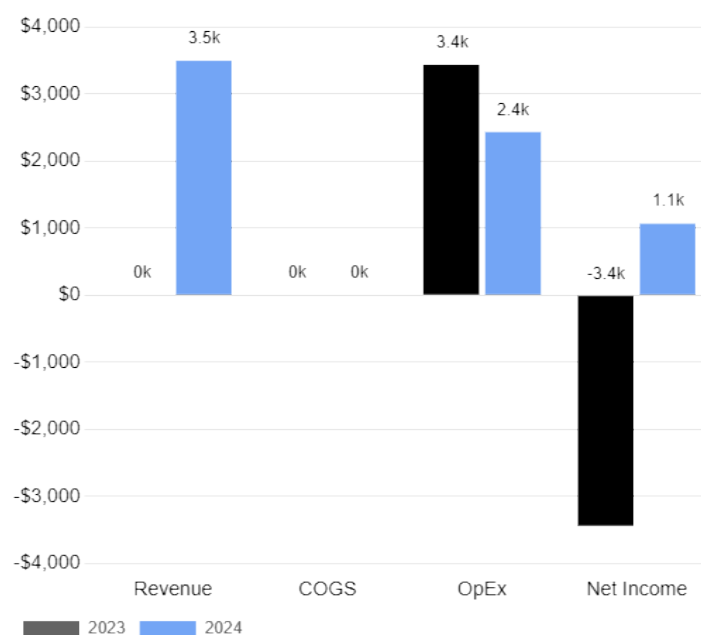
↑ Up **131%**  
vs. Jan-Jan 2023

## Key Metrics

Bank Accounts

\$41.1k

## Profit and Loss: YTD 2024 vs. 2023



# Profit and Loss (last 3 months)

November 2023 - January 2024

Name	Vs Month Avg	Nov '23	Dec '23	Jan '24	Total
<b>INCOME</b>					
Service/Fee Income	- \$3,501.51 (50%)	\$5,614.23	\$8,388.79	\$3,500.00	\$17,503.02
<b>Total Income</b>	<b>- \$3,501.51 (50%)</b>	<b>\$5,614.23</b>	<b>\$8,388.79</b>	<b>\$3,500.00</b>	<b>\$17,503.02</b>
<b>GROSS PROFIT</b>					
	- \$3,501.51 (50%)	\$5,614.23	\$8,388.79	\$3,500.00	\$17,503.02
<b>EXPENSES</b>					
Bookkeeping & Accounting	+ \$120.00 (69%)	\$150.00	\$200.00	\$295.00	\$645.00
Computer & Software	- \$139.60 (100%)	-	\$279.20	-	\$279.20
Legal & Professional Services		-	-	-	-
Business Development Coaching	- \$260.00 (100%)	\$520.00	-	-	\$520.00
<b>Total Legal &amp; Professional Services</b>	<b>- \$260.00 (100%)</b>	<b>\$520.00</b>	<b>-</b>	<b>-</b>	<b>\$520.00</b>
Meals & Entertainment		-	\$26.30	-	\$26.30
Office Supplies		\$29.40	\$150.00	-	\$179.40
Payroll Expenses - ADP Fees		\$125.44	\$30.90	\$125.48	\$281.82
Payroll Expenses - Insurance		-	-	\$15.45	\$15.45
Payroll Tax Expenses	- \$430.50 (50%)	\$1,054.04	\$665.11	\$429.08	\$2,148.23
Payroll Wage Expenses	- \$1,123.70 (49%)	\$2,689.93	\$1,856.46	\$1,149.49	\$5,695.88
Permits & Fees		\$140.06	-	-	\$140.06
Phone Expense		\$9.99	\$9.99	\$9.99	\$29.97
Plan Printing Expenses		\$60.06	\$99.42	\$38.61	\$198.09
Reimbursable Expenses		-\$140.06	-	-	-\$140.06

Name	Vs Month Avg	Nov '23	Dec '23	Jan '24	Total
Taxes & Licenses		\$141.16	-	-	\$141.16
Uncategorized Expense	<b>+ \$370.50 (-)</b>	-	-	\$370.50	\$370.50
<b>Total Expenses</b>	<b>- \$1,615.10 (40%)</b>	<b>\$4,780.02</b>	<b>\$3,317.38</b>	<b>\$2,433.60</b>	<b>\$10,531.00</b>
NET OPERATING INCOME	<b>- \$1,886.41 (64%)</b>	\$834.21	\$5,071.41	\$1,066.40	\$6,972.02
OTHER EXPENSES		-	-	-	-
Parking and Tolls		-	\$7.00	-	\$7.00
<b>Total Other Expenses</b>		-	<b>\$7.00</b>	-	<b>\$7.00</b>
NET OTHER INCOME		-	-\$7.00	-	-\$7.00
NET INCOME	<b>- \$1,882.91 (64%)</b>	\$834.21	\$5,064.41	\$1,066.40	\$6,965.02

# Balance Sheet (last 3 months)

November 2023 - January 2024

Name	Vs Month Avg	Nov '23	Dec '23	Jan '24
<b>ASSETS</b>				
Current Assets		-	-	-
Bank Accounts		-	-	-
Business Checking *5653	+ \$8,673.67 (34%)	\$24,338.12	\$27,452.65	\$34,569.05
Safe Checking *4340		\$6,496.59	\$6,496.59	\$6,496.59
<b>Total Bank Accounts</b>	<b>+ \$8,673.67 (27%)</b>	<b>\$30,834.71</b>	<b>\$33,949.24</b>	<b>\$41,065.64</b>
Accounts Receivable		-	-	-
Accounts Receivable (A/R)	- \$1,175.06 (142%)	-\$149.88	\$1,800.00	-\$350.00
<b>Total Accounts Receivable</b>	<b>- \$1,175.06 (142%)</b>	<b>-\$149.88</b>	<b>\$1,800.00</b>	<b>-\$350.00</b>
<b>Total Current Assets</b>	<b>+ \$7,498.60 (23%)</b>	<b>\$30,684.83</b>	<b>\$35,749.24</b>	<b>\$40,715.64</b>
<b>TOTAL ASSETS</b>	<b>+ \$7,498.60 (23%)</b>	<b>\$30,684.83</b>	<b>\$35,749.24</b>	<b>\$40,715.64</b>
<b>LIABILITIES AND EQUITY</b>				
Liabilities		-	-	-
Current Liabilities		-	-	-
Other Current Liabilities		-	-	-
Retainer Account		\$42,576.00	\$42,576.00	\$46,476.00
<b>Total Other Current Liabilities</b>		<b>\$42,576.00</b>	<b>\$42,576.00</b>	<b>\$46,476.00</b>
<b>Total Current Liabilities</b>		<b>\$42,576.00</b>	<b>\$42,576.00</b>	<b>\$46,476.00</b>
<b>Total Liabilities</b>		<b>\$42,576.00</b>	<b>\$42,576.00</b>	<b>\$46,476.00</b>
Equity		-	-	-
Owner's Investment		\$4,301.17	\$4,301.17	\$4,301.17
Owner's Pay & Personal Expenses		-\$147,381.75	-\$147,381.75	-\$147,381.75
Retained Earnings	+ \$30,745.73 (29%)	\$105,508.09	\$105,508.09	\$136,253.82

Name	Vs Month Avg	Nov '23	Dec '23	Jan '24
Net Income	- \$27,147.13 (96%)	\$25,681.32	\$30,745.73	\$1,066.40
<b>Total Equity</b>	<b>+ \$3,598.61 (38%)</b>	<b>-\$11,891.17</b>	<b>-\$6,826.76</b>	<b>-\$5,760.36</b>
<b>TOTAL LIABILITIES AND EQUITY</b>	<b>+ \$7,498.60 (23%)</b>	<b>\$30,684.83</b>	<b>\$35,749.24</b>	<b>\$40,715.64</b>

# Statement of Cash Flows (last 3 months)

November 2023 - January 2024

Name	Total	Info
<b>OPERATING ACTIVITIES</b>	-	
Net Income	\$6,965.02	
Adjustments to reconcile Net Income to Net Cash provided by operations:	-	
Accounts Receivable (A/R)	\$1,000.00	We collected more invoices from our customers and have less credit extended, which is a source of cash.
Retainer Account	\$7,000.00	We have a higher balance outstanding on this account. This means we didn't have to use cash, but we'll have to pay this back later.
Total Adjustments to reconcile Net Income to Net Cash provided by operations:	\$8,000.00	
<b>Net cash provided by operating activities</b>	<b>\$14,965.02</b>	
<b>FINANCING ACTIVITIES</b>	-	
Owner's Pay & Personal Expenses	-\$5,000.00	We paid out dividends / owners' distribution.
<b>Net cash provided by financing activities</b>	<b>-\$5,000.00</b>	
Net cash increase for period	\$9,965.02	
Cash at beginning of period	\$31,100.62	
Cash at end of period	\$41,065.64	

# Top 10 Vendors by Spend

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As of January 31, 2024

Name	Amount
1. ADP	\$570.01
2. J2 Bookkeeping	\$295.00
3. Graphia	\$38.61
4. Google - Sideline	\$9.99

## A/R Aging Summary

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As of February 11, 2024

Name	Current	1-30	31-60	61-90	91 and Over	Total
Meredith Willsen	-	-	-	-	-\$650.00	-\$650.00
Stovall, Janet	-	-	-	-	\$300.00	\$300.00
TOTAL	-	-	-	-	-\$350.00	-\$350.00