

Perfect Pitches

Financial Report

March 2024



PERFECT PITCHES

Residential Consulting, Design, Drafting, and Permitting

Prepared By
J2Bookkeeping LLC

Prepared On
May 11, 2024

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Executive Summary

Revenue

Q1 2024

\$29,482

Up 13%
vs. Q4

YTD

\$29,482

Up 150%
vs. Jan-Mar 2023

Cost Of Goods Sold

Q1 2024

\$0

Up -%
vs. Q4

YTD

\$0

Up -%
vs. Jan-Mar 2023

Operating Expenses

Q1 2024

\$8,797

Down 22%
vs. Q4

YTD

\$8,797

Up 3%
vs. Jan-Mar 2023

Net Operating Income

Q1 2024

\$20,685

Up 40%
vs. Q4

YTD

\$20,685

Up 535%
vs. Jan-Mar 2023

Net Income

Q1 2024

\$20,679

Up 40%
vs. Q4

YTD

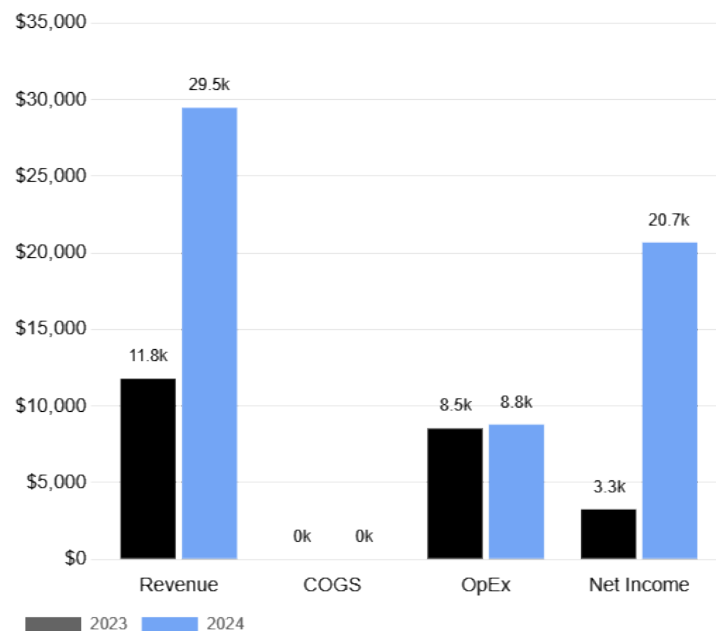
\$20,679

Up 534%
vs. Jan-Mar 2023

Key Metrics

Bank Accounts
\$34.7k

Profit and Loss: YTD 2024 vs. 2023



Profit and Loss (last 3 months)

January 2024 - March 2024

Name	Vs Month Avg	Jan '24	Feb '24	Mar '24	Total
INCOME		-	-	-	-
Billable Expense Income		-	\$107.20	-	\$107.20
Service/Fee Income		\$3,500.00	\$16,172.86	\$9,452.59	\$29,125.45
Uncategorized Income	- \$125.00 (100%)	-	\$250.00	-	\$250.00
Total Income		\$3,500.00	\$16,530.06	\$9,452.59	\$29,482.65
GROSS PROFIT		\$3,500.00	\$16,530.06	\$9,452.59	\$29,482.65
EXPENSES		-	-	-	-
Bookkeeping & Accounting		\$295.00	\$250.00	\$250.00	\$795.00
Office Supplies		-	\$75.41	-	\$75.41
Payroll Expenses - ADP Fees	+ \$368.29 (587%)	\$125.48	-	\$431.03	\$556.51
Payroll Expenses - Insurance		\$15.45	-	-	\$15.45
Payroll Tax Expenses	- \$279.54 (45%)	\$429.08	\$821.59	\$345.80	\$1,596.47
Payroll Wage Expenses		\$1,149.49	\$1,934.64	\$1,808.15	\$4,892.28
Permits & Fees	+ \$1,151.65 (-)	-	-	\$1,151.65	\$1,151.65
Phone Expense		\$9.99	\$9.99	\$9.99	\$29.97
Plan Printing Expenses	+ \$188.09 (259%)	\$38.61	\$106.45	\$260.62	\$405.68
Reimbursable Expenses	- \$1,183.32 (-)	-	-	-\$1,183.32	-\$1,183.32
Uncategorized Expense		\$370.50	-	\$91.67	\$462.17
Total Expenses		\$2,433.60	\$3,198.08	\$3,165.59	\$8,797.27
NET OPERATING INCOME		\$1,066.40	\$13,331.98	\$6,287.00	\$20,685.38
OTHER EXPENSES		-	-	-	-
Reconciliation Discrepancies		-	-	\$6.00	\$6.00
Total Other Expenses		-	-	\$6.00	\$6.00
NET OTHER INCOME		-	-	-\$6.00	-\$6.00

Name	Vs Month Avg	Jan '24	Feb '24	Mar '24	Total
NET INCOME		\$1,066.40	\$13,331.98	\$6,281.00	\$20,679.38

Balance Sheet (last 3 months)

January 2024 - March 2024

Name	Vs Month Avg	Jan '24	Feb '24	Mar '24
ASSETS				
Current Assets		-	-	-
Bank Accounts		-	-	-
Business Checking *5653	+ \$13,490.38 (76%)	\$14,579.55	\$20,889.84	\$31,225.07
Safe Checking *4340		\$3,480.00	\$3,480.00	\$3,480.00
Total Bank Accounts	+ \$13,490.38 (64%)	\$18,059.55	\$24,369.84	\$34,705.07
Accounts Receivable		-	-	-
Accounts Receivable (A/R)	- \$2,252.98 (62%)	-\$350.00	\$7,664.49	\$1,404.26
Total Accounts Receivable	- \$2,252.98 (62%)	-\$350.00	\$7,664.49	\$1,404.26
Other Current Assets		-	-	-
Uncategorized Asset		-	-	\$6.00
Undeposited Funds	+ \$2,253.60 (4204%)	-	\$107.20	\$2,307.20
Total Other Current Assets	+ \$2,259.60 (4216%)	-	\$107.20	\$2,313.20
Total Current Assets	+ \$13,496.99 (54%)	\$17,709.55	\$32,141.53	\$38,422.53
TOTAL ASSETS	+ \$13,496.99 (54%)	\$17,709.55	\$32,141.53	\$38,422.53
LIABILITIES AND EQUITY				
Liabilities		-	-	-
Current Liabilities		-	-	-
Other Current Liabilities		-	-	-
Retainer Account		\$45,676.00	\$46,776.00	\$46,776.00
Total Other Current Liabilities		\$45,676.00	\$46,776.00	\$46,776.00

Name	Vs Month Avg	Jan '24	Feb '24	Mar '24
Total Current Liabilities		\$45,676.00	\$46,776.00	\$46,776.00
Total Liabilities		\$45,676.00	\$46,776.00	\$46,776.00
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		\$114,047.73	\$114,047.73	\$114,047.73
Net Income	+ \$12,946.99 (167%)	\$1,066.40	\$14,398.38	\$20,679.38
Total Equity	+ \$12,946.99 (61%)	-\$27,966.45	-\$14,634.47	-\$8,353.47
TOTAL LIABILITIES AND EQUITY	+ \$13,496.99 (54%)	\$17,709.55	\$32,141.53	\$38,422.53

Statement of Cash Flows (last 3 months)

January 2024 - March 2024

Name	Total	Info
OPERATING ACTIVITIES	-	
Net Income	\$20,679.38	
Adjustments to reconcile Net Income to Net Cash provided by operations:	-	
Accounts Receivable (A/R)	\$395.74	We collected more invoices from our customers and have less credit extended, which is a source of cash.
Uncategorized Asset	-\$6.00	We paid for this asset with cash.
Retainer Account	\$5,000.00	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:	\$5,389.74	
Net cash provided by operating activities	\$26,069.12	
Net cash increase for period	\$26,069.12	
Cash at beginning of period	\$10,943.15	
Cash at end of period	\$37,012.27	

Top 10 Vendors by Spend

As of March 31, 2024

Name	Amount
1. Placer County	\$1,183.32
2. ADP	\$401.33
3. Graphia	\$260.62
4. J2 Bookkeeping	\$250.00
5. ECompanyStore.Com	\$60.00
6. Google - Sideline	\$9.99

A/R Aging Summary

As of May 11, 2024

Name	Current	1-30	31-60	61-90	91 and Over	Total
Amy Sagraves	-	\$550.00	-	-	-	\$550.00
Meredith Willsen	-	-	-\$350.00	-	-\$650.00	-\$1,000.00
Mr Luke Flaherty	-	-	-	-\$0.74	-	-\$0.74
Mr. & Mrs. Carl Pirie	-	\$560.00	-	-	-	\$560.00
Ms. Sarah Phillips	-	\$500.00	-	-	-	\$500.00
Stovall, Janet	-	-	-	-	\$300.00	\$300.00
TOTAL	-	\$1,610.00	-\$350.00	-\$0.74	-\$350.00	\$909.26