

Perfect Pitches

# Financial Report

December 2023



## PERFECT PITCHES

*Residential Consulting, Design, Drafting, and Permitting*

Prepared By

J2Bookkeeping LLC

Prepared On

January 29, 2024

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# Executive Summary

## Revenue

Q4 2023

\$26,023

Up **105%**  
vs. Q3

YTD

\$61,959

Up **14%**  
vs. Jan-Dec 2022

## Cost Of Goods Sold

Q4 2023

\$0

Up **-%**  
vs. Q3

YTD

\$0

Down **100%**  
vs. Jan-Dec 2022

## Operating Expenses

Q4 2023

\$11,262

Up **26%**  
vs. Q3

YTD

\$31,204

Up **52%**  
vs. Jan-Dec 2022

## Net Operating Income

Q4 2023

\$14,760

Up **290%**  
vs. Q3

YTD

\$30,754

Down **6%**  
vs. Jan-Dec 2022

## Net Income

Q4 2023

\$14,751

Up **290%**  
vs. Q3

YTD

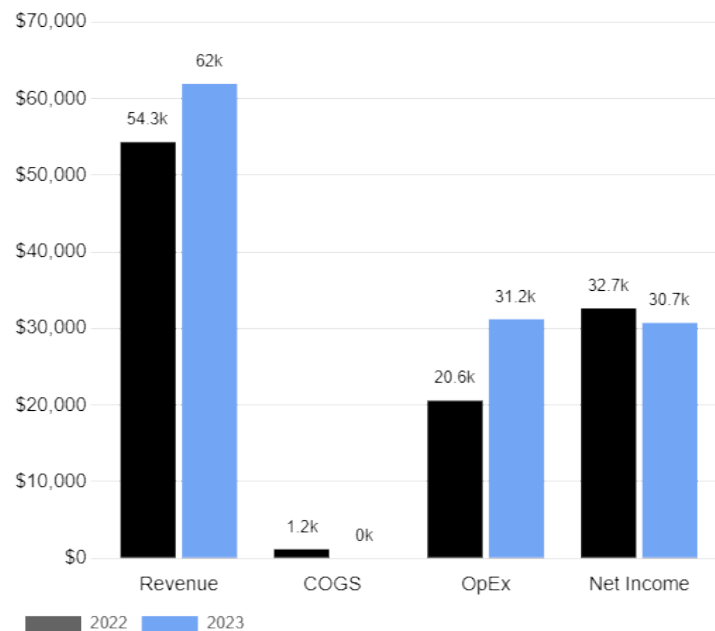
\$30,745

Down **6%**  
vs. Jan-Dec 2022

## Key Metrics

Bank Accounts  
\$33.9k

## Profit and Loss: YTD 2023 vs. 2022



# Profit and Loss (last 3 months)

October 2023 - December 2023

Name	Vs Month Avg	Oct '23	Nov '23	Dec '23	Total
<b>INCOME</b>		-	-	-	-
Service/Fee Income		\$12,020.00	\$5,614.23	\$8,388.79	\$26,023.02
<b>Total Income</b>		<b>\$12,020.00</b>	<b>\$5,614.23</b>	<b>\$8,388.79</b>	<b>\$26,023.02</b>
<b>GROSS PROFIT</b>		\$12,020.00	\$5,614.23	\$8,388.79	\$26,023.02
<b>EXPENSES</b>		-	-	-	-
Bookkeeping & Accounting		\$150.00	\$150.00	\$200.00	\$500.00
Computer & Software	+ \$279.20 (-)	-	-	\$279.20	\$279.20
Contractors	- \$340.00 (100%)	\$680.00	-	-	\$680.00
Insurance		\$24.49	-	-	\$24.49
Job Supplies		\$127.73	-	-	\$127.73
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>-</b>	<b>\$520.00</b>	<b>-</b>	<b>\$520.00</b>
Meals & Entertainment		-	-	\$26.30	\$26.30
Office Supplies	+ \$129.92 (647%)	\$10.76	\$29.40	\$150.00	\$190.16
Payroll Expenses - ADP Fees		\$62.72	\$125.44	\$30.90	\$219.06
Payroll Expenses - Insurance		\$14.85	-	-	\$14.85
Payroll Tax Expenses		\$571.93	\$1,054.04	\$665.11	\$2,291.08
Payroll Wage Expenses		\$1,403.51	\$2,689.93	\$1,856.46	\$5,949.90
Permits & Fees		-	\$140.06	-	\$140.06
Phone Expense		\$9.99	\$9.99	\$9.99	\$29.97
Plan Printing Expenses		\$109.32	\$60.06	\$99.42	\$268.80
Reimbursable Expenses		-	-\$140.06	-	-\$140.06
Taxes & Licenses		-	\$141.16	-	\$141.16

Name	Vs Month Avg	Oct '23	Nov '23	Dec '23	Total
<b>Total Expenses</b>		<b>\$3,165.30</b>	<b>\$4,780.02</b>	<b>\$3,317.38</b>	<b>\$11,262.70</b>
NET OPERATING INCOME		\$8,854.70	\$834.21	\$5,071.41	\$14,760.32
OTHER EXPENSES		-	-	-	-
Parking and Tolls		\$1.75	-	\$7.00	\$8.75
<b>Total Other Expenses</b>		<b>\$1.75</b>	<b>-</b>	<b>\$7.00</b>	<b>\$8.75</b>
NET OTHER INCOME		-\$1.75	-	-\$7.00	-\$8.75
NET INCOME		\$8,852.95	\$834.21	\$5,064.41	\$14,751.57

# Balance Sheet (last 3 months)

October 2023 - December 2023

Name	Vs Month Avg	Oct '23	Nov '23	Dec '23
<b>ASSETS</b>				
Current Assets		-	-	-
Bank Accounts		-	-	-
Business Checking *5653		\$23,604.03	\$24,338.12	\$27,452.65
Safe Checking *4340		\$7,496.59	\$6,496.59	\$6,496.59
<b>Total Bank Accounts</b>		<b>\$31,100.62</b>	<b>\$30,834.71</b>	<b>\$33,949.24</b>
Accounts Receivable		-	-	-
Accounts Receivable (A/R)	+ \$1,549.94 (620%)	\$650.00	-\$149.88	\$1,800.00
<b>Total Accounts Receivable</b>	+ \$1,549.94 (620%)	<b>\$650.00</b>	<b>-\$149.88</b>	<b>\$1,800.00</b>
<b>Total Current Assets</b>		<b>\$31,750.62</b>	<b>\$30,684.83</b>	<b>\$35,749.24</b>
<b>TOTAL ASSETS</b>		<b>\$31,750.62</b>	<b>\$30,684.83</b>	<b>\$35,749.24</b>
<b>LIABILITIES AND EQUITY</b>				
Liabilities		-	-	-
Current Liabilities		-	-	-
Other Current Liabilities		-	-	-
Retainer Account		\$39,476.00	\$42,576.00	\$42,576.00
<b>Total Other Current Liabilities</b>		<b>\$39,476.00</b>	<b>\$42,576.00</b>	<b>\$42,576.00</b>
<b>Total Current Liabilities</b>		<b>\$39,476.00</b>	<b>\$42,576.00</b>	<b>\$42,576.00</b>
<b>Total Liabilities</b>		<b>\$39,476.00</b>	<b>\$42,576.00</b>	<b>\$42,576.00</b>
Equity		-	-	-
Owner's Investment		\$4,301.17	\$4,301.17	\$4,301.17
Owner's Pay & Personal Expenses		-\$142,381.75	-\$147,381.75	-\$147,381.75
Retained Earnings		\$105,508.09	\$105,508.09	\$105,508.09
Net Income	+ \$5,481.51 (22%)	\$24,847.11	\$25,681.32	\$30,745.73

Name	Vs Month Avg	Oct '23	Nov '23	Dec '23
<b>Total Equity</b>	<b>+ \$2,981.51 (30%)</b>	<b>-\$7,725.38</b>	<b>-\$11,891.17</b>	<b>-\$6,826.76</b>
<b>TOTAL LIABILITIES AND EQUITY</b>		<b>\$31,750.62</b>	<b>\$30,684.83</b>	<b>\$35,749.24</b>

# Statement of Cash Flows (last 3 months)

October 2023 - December 2023

Name	Total	Info
<b>OPERATING ACTIVITIES</b>	-	
Net Income	\$14,751.57	
Adjustments to reconcile Net Income to Net Cash provided by operations:	-	
Accounts Receivable (A/R)	\$1,900.00	We collected more invoices from our customers and have less credit extended, which is a source of cash.
Retainer Account	\$4,100.00	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:	\$6,000.00	
<b>Net cash provided by operating activities</b>	<b>\$20,751.57</b>	
<b>FINANCING ACTIVITIES</b>	-	
Owner's Pay & Personal Expenses	-\$12,000.00	We paid out dividends / owners' distribution.
<b>Net cash provided by financing activities</b>	<b>-\$12,000.00</b>	
Net cash increase for period	\$8,751.57	
Cash at beginning of period	\$25,197.67	
Cash at end of period	\$33,949.24	



# Top 10 Vendors by Spend

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As of December 31, 2023

Name	Amount
1. ADP	\$696.01
2. Trimble Inc	\$279.20
3. J2 Bookkeeping	\$200.00
4. Amazon	\$150.00
5. Graphia	\$57.92
6. Real Graphic Source	\$41.50
7. Urban Roots	\$26.30
8. Google - Sideline	\$9.99
9. Fastrak	\$7.00

# A/R Aging Summary

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As of January 29, 2024

Name	Current	1-30	31-60	61-90	91 and Over	Total
Meredith Willsen	-	-	-	-	-\$650.00	-\$650.00
Mr. Ben Lichty	-	\$250.00	-	-	-	\$250.00
Stovall, Janet	-	-	-	-	\$300.00	\$300.00
TOTAL	-	\$250.00	-	-	-\$350.00	-\$100.00