

Perfect Pitches

Financial Report

October 2023



PERFECT PITCHES

Residential Consulting, Design, Drafting, and Permitting

Prepared By

J2Bookkeeping LLC

Prepared On

November 12, 2023

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Executive Summary

Revenue

Q4 2023

\$12,020

↓ Down 5%
vs. Q3

YTD

\$47,956

↓ Down 20%
vs. Jan-Oct 2022

Cost Of Goods Sold

Q4 2023

\$0

↑ Up -%
vs. Q3

YTD

\$0

↓ Down 100%
vs. Jan-Oct 2022

Operating Expenses

Q4 2023

\$3,165

↓ Down 64%
vs. Q3

YTD

\$23,107

↑ Up 22%
vs. Jan-Oct 2022

Net Operating Income

Q4 2023

\$8,854

↑ Up 134%
vs. Q3

YTD

\$24,848

↓ Down 38%
vs. Jan-Oct 2022

Net Income

Q4 2023

\$8,852

↑ Up 134%
vs. Q3

YTD

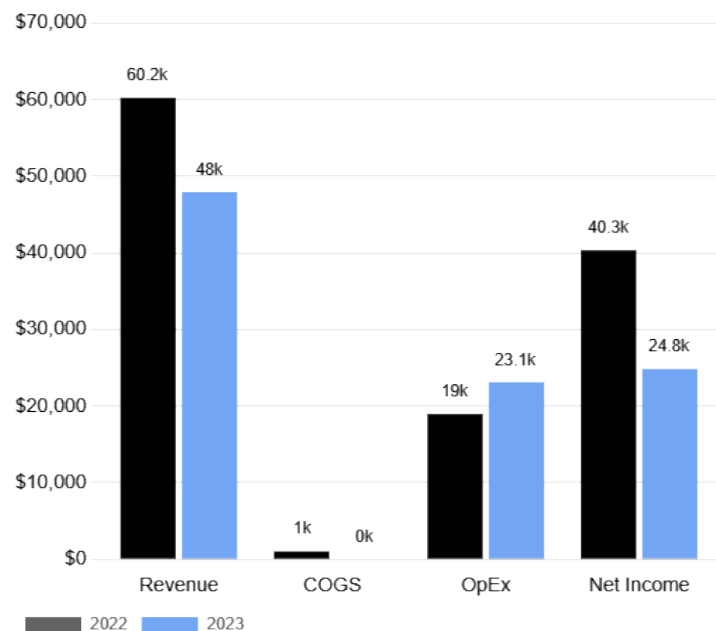
\$24,847

↓ Down 38%
vs. Jan-Oct 2022

Key Metrics

Bank Accounts
\$31.1k

Profit and Loss: YTD 2023 vs. 2022



Profit and Loss (last 3 months)

August 2023 - October 2023

Name	Vs Month Avg	Aug '23	Sep '23	Oct '23	Total
INCOME		-	-	-	-
Service/Fee Income	+ \$7,166.28 (148%)	\$4,936.02	\$4,771.43	\$12,020.00	\$21,727.45
Total Income	+ \$7,166.28 (148%)	\$4,936.02	\$4,771.43	\$12,020.00	\$21,727.45
GROSS PROFIT	+ \$7,166.28 (148%)	\$4,936.02	\$4,771.43	\$12,020.00	\$21,727.45
EXPENSES		-	-	-	-
Bookkeeping & Accounting		\$150.00	\$150.00	\$150.00	\$450.00
Computer & Software	- \$1,268.26 (100%)	\$2,536.51	-	-	\$2,536.51
Contractors	+ \$291.75 (75%)	\$776.50	-	\$680.00	\$1,456.50
Dues & subscriptions		\$14.76	-	-	\$14.76
Insurance		-	-	\$24.49	\$24.49
Job Supplies	+ \$127.73 (-)	-	-	\$127.73	\$127.73
Office Supplies		-	-	\$10.76	\$10.76
Payroll Expenses - ADP Fees		-	\$188.16	\$62.72	\$250.88
Payroll Expenses - Insurance		\$26.39	\$45.97	\$14.85	\$87.21
Payroll Tax Expenses	+ \$120.82 (27%)	\$230.02	\$672.19	\$571.93	\$1,474.14
Payroll Wage Expenses		\$649.01	\$1,769.56	\$1,403.51	\$3,822.08
Phone Expense		\$9.99	\$9.99	\$9.99	\$29.97
Plan Printing Expenses		\$147.74	\$44.24	\$109.32	\$301.30
Website Expense		-	\$8.89	-	\$8.89
Total Expenses		\$4,540.92	\$2,889.00	\$3,165.30	\$10,595.22
NET OPERATING INCOME	+ \$7,715.94 (678%)	\$395.10	\$1,882.43	\$8,854.70	\$11,132.23
OTHER EXPENSES		-	-	-	-

Name	Vs Month Avg	Aug '23	Sep '23	Oct '23	Total
Parking and Tolls		-	-	\$1.75	\$1.75
Total Other Expenses		-	-	\$1.75	\$1.75
NET OTHER INCOME		-	-	-\$1.75	-\$1.75
NET INCOME	+ \$7,714.19 (677%)	\$395.10	\$1,882.43	\$8,852.95	\$11,130.48

Balance Sheet (last 3 months)

August 2023 - October 2023

Name	Vs Month Avg	Aug '23	Sep '23	Oct '23
ASSETS				
Current Assets		-	-	-
Bank Accounts		-	-	-
Business Checking *5653	+ \$6,519.16 (38%)	\$15,468.65	\$18,701.08	\$23,604.03
Safe Checking *4340		\$6,496.59	\$6,496.59	\$7,496.59
Undeposited Clearing Account	+ \$28,338.27 (-)	-\$28,338.27	-\$28,338.27	-
Total Bank Accounts	+ \$35,857.44 (754%)	-\$6,373.03	-\$3,140.60	\$31,100.62
Accounts Receivable		-	-	-
Accounts Receivable (A/R)	- \$2,725.00 (81%)	\$3,050.00	\$3,700.00	\$650.00
Total Accounts Receivable	- \$2,725.00 (81%)	\$3,050.00	\$3,700.00	\$650.00
Other Current Assets		-	-	-
Undeposited Funds	- \$28,338.27 (100%)	\$28,338.27	\$28,338.27	-
Total Other Current Assets	- \$28,338.27 (100%)	\$28,338.27	\$28,338.27	-
Total Current Assets		\$25,015.24	\$28,897.67	\$31,750.62
TOTAL ASSETS		\$25,015.24	\$28,897.67	\$31,750.62
LIABILITIES AND EQUITY				
Liabilities		-	-	-
Current Liabilities		-	-	-
Other Current Liabilities		-	-	-
Retainer Account		\$36,476.00	\$38,476.00	\$39,476.00
Total Other Current Liabilities		\$36,476.00	\$38,476.00	\$39,476.00
Total Current Liabilities		\$36,476.00	\$38,476.00	\$39,476.00
Total Liabilities		\$36,476.00	\$38,476.00	\$39,476.00

Name	Vs Month Avg	Aug '23	Sep '23	Oct '23
Equity		-	-	-
Owner's Investment		\$4,301.17	\$4,301.17	\$4,301.17
Owner's Pay & Personal Expenses		-\$135,381.75	-\$135,381.75	-\$142,381.75
Retained Earnings		\$105,508.09	\$105,508.09	\$105,508.09
Net Income	+ \$9,794.17 (65%)	\$14,111.73	\$15,994.16	\$24,847.11
Total Equity	+ \$2,794.17 (27%)	-\$11,460.76	-\$9,578.33	-\$7,725.38
TOTAL LIABILITIES AND EQUITY		\$25,015.24	\$28,897.67	\$31,750.62

Statement of Cash Flows

August 2023 - October 2023

Name	Total	Info
OPERATING ACTIVITIES	-	
Net Income	\$11,130.48	
Adjustments to reconcile Net Income to Net Cash provided by operations:	-	
Accounts Receivable (A/R)	\$1,050.00	We collected more invoices from our customers and have less credit extended, which is a source of cash.
Retainer Account	\$9,800.00	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:	\$10,850.00	
Net cash provided by operating activities	\$21,980.48	
FINANCING ACTIVITIES	-	
Owner's Pay & Personal Expenses	-\$7,000.00	We paid out dividends / owners' distribution.
Net cash provided by financing activities	-\$7,000.00	
Net cash increase for period	\$14,980.48	
Cash at beginning of period	\$16,120.14	
Cash at end of period	\$31,100.62	

Top 10 Vendors by Spend

As of October 31, 2023

Name	Amount
1. ADP	\$673.99
2. Megan Schmidt	\$617.50
3. J2 Bookkeeping	\$150.00
4. Amazon	\$127.73
5. CompUCalc	\$75.00
6. Wayne Croley	\$62.50
7. Sean Freitas	\$34.32
8. Costco	\$10.76
9. Google - Sideline	\$9.99
10. Sacramento County	\$1.75

A/R Aging Summary

As of November 12, 2023

Name	Current	1-30	31-60	61-90	91 and Over	Total
Meredith Willsen	-	-	-	-\$650.00	-	-\$650.00
Mr. Adam Murray	-	\$1,000.00	-	-	-	\$1,000.00
Stovall, Janet	-	-	-	-	\$300.00	\$300.00
TOTAL	-	\$1,000.00	-	-\$650.00	\$300.00	\$650.00