

Perfect Pitches

# Financial Report

September 2023



## PERFECT PITCHES

*Residential Consulting, Design, Drafting, and Permitting*

Prepared By

J2Bookkeeping LLC

Prepared On

October 22, 2023

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# Executive Summary

The operating expenses is expected to increase because of the addition of Ryan as an employee.

## Revenue

Q3 2023

\$12,687



Up **11%**  
vs. Q2

YTD

\$35,936



Down **37%**  
vs. Jan-Sep 2022

## Cost Of Goods Sold

Q3 2023

\$0



Up **-%**  
vs. Q2

YTD

\$0



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

## Operating Expenses

Q3 2023

\$8,906



Up **257%**  
vs. Q2

YTD

\$19,942



Up **7%**  
vs. Jan-Sep 2022

## Net Operating Income

Q3 2023

\$3,780



Down **58%**  
vs. Q2

YTD

\$15,994



Down **57%**  
vs. Jan-Sep 2022

## Net Income

Q3 2023

\$3,780



Down **58%**  
vs. Q2

YTD

\$15,994



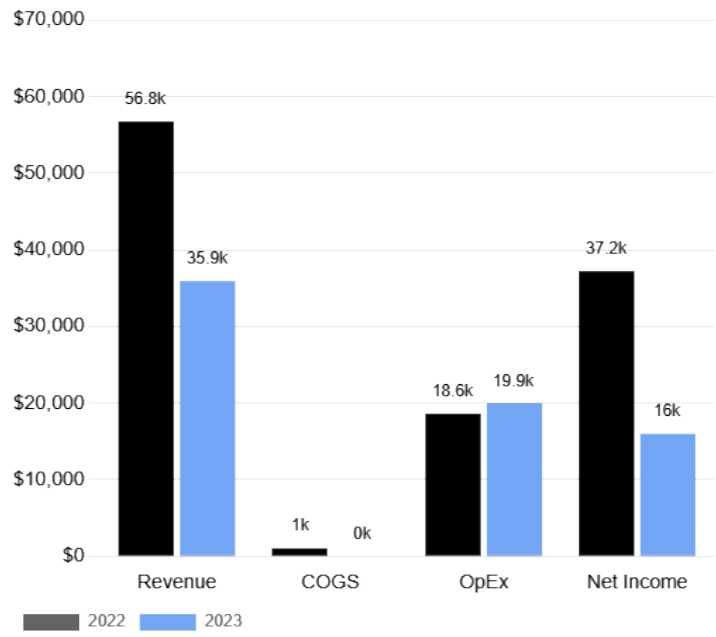
Down **57%**  
vs. Jan-Sep 2022

## Key Metrics

Bank Accounts

-\$3.1k

### Profit and Loss: YTD 2023 vs. 2022



# Profit and Loss (last 3 months)

July 2023 - September 2023

Name	Vs Month Avg	Jul '23	Aug '23	Sep '23	Total
<b>INCOME</b>					
Service/Fee Income	+ \$813.42 (21%)	\$2,980.00	\$4,936.02	\$4,771.43	\$12,687.45
<b>Total Income</b>	<b>+ \$813.42 (21%)</b>	<b>\$2,980.00</b>	<b>\$4,936.02</b>	<b>\$4,771.43</b>	<b>\$12,687.45</b>
<b>GROSS PROFIT</b>	<b>+ \$813.42 (21%)</b>	\$2,980.00	\$4,936.02	\$4,771.43	\$12,687.45
<b>EXPENSES</b>					
Bookkeeping & Accounting		\$150.00	\$150.00	\$150.00	\$450.00
Computer & Software	- \$1,903.98 (100%)	\$1,271.45	\$2,536.51	-	\$3,807.96
Contractors	- \$388.25 (100%)	-	\$776.50	-	\$776.50
Dues & subscriptions		-	\$14.76	-	\$14.76
Legal & Professional Services		\$45.59	-	-	\$45.59
Payroll Expenses - ADP Fees	+ \$188.16 (-)	-	-	\$188.16	\$188.16
Payroll Expenses - Insurance		-	\$26.39	\$45.97	\$72.36
Payroll Tax Expenses	+ \$557.18 (484%)	-	\$230.02	\$672.19	\$902.21
Payroll Wage Expenses	+ \$1,445.05 (445%)	-	\$649.01	\$1,769.56	\$2,418.57
Phone Expense		\$9.99	\$9.99	\$9.99	\$29.97
Plan Printing Expenses		-	\$147.74	\$44.24	\$191.98
Website Expense		-	-	\$8.89	\$8.89
<b>Total Expenses</b>		<b>\$1,477.03</b>	<b>\$4,540.92</b>	<b>\$2,889.00</b>	<b>\$8,906.95</b>
<b>NET OPERATING INCOME</b>	<b>+ \$933.40 (98%)</b>	\$1,502.97	\$395.10	\$1,882.43	\$3,780.50
<b>NET INCOME</b>	<b>+ \$933.40 (98%)</b>	\$1,502.97	\$395.10	\$1,882.43	\$3,780.50

# Balance Sheet (last 3 months)

July 2023 - September 2023

Name	Vs Month Avg	Jul '23	Aug '23	Sep '23
<b>ASSETS</b>				
Current Assets		-	-	-
Bank Accounts		-	-	-
Business Checking *5653	+ \$5,654.98 (43%)	\$10,623.55	\$15,468.65	\$18,701.08
Safe Checking *4340		\$5,496.59	\$6,496.59	\$6,496.59
Undeposited Clearing Account	[1]	-\$28,338.27	-\$28,338.27	-\$28,338.27
<b>Total Bank Accounts</b>	<b>+ \$6,154.98 (66%)</b>	<b>-\$12,218.13</b>	<b>-\$6,373.03</b>	<b>-\$3,140.60</b>
Accounts Receivable		-	-	-
Accounts Receivable (A/R)	+ \$1,325.00 (56%)	\$1,700.00	\$3,050.00	\$3,700.00
<b>Total Accounts Receivable</b>	<b>+ \$1,325.00 (56%)</b>	<b>\$1,700.00</b>	<b>\$3,050.00</b>	<b>\$3,700.00</b>
Other Current Assets		-	-	-
Undeposited Funds		\$28,338.27	\$28,338.27	\$28,338.27
<b>Total Other Current Assets</b>		<b>\$28,338.27</b>	<b>\$28,338.27</b>	<b>\$28,338.27</b>
<b>Total Current Assets</b>	<b>+ \$7,479.98 (35%)</b>	<b>\$17,820.14</b>	<b>\$25,015.24</b>	<b>\$28,897.67</b>
<b>TOTAL ASSETS</b>	<b>+ \$7,479.98 (35%)</b>	<b>\$17,820.14</b>	<b>\$25,015.24</b>	<b>\$28,897.67</b>
<b>LIABILITIES AND EQUITY</b>				
Liabilities		-	-	-
Current Liabilities		-	-	-
Other Current Liabilities		-	-	-
Retainer Account		\$29,676.00	\$36,476.00	\$38,476.00
<b>Total Other Current Liabilities</b>		<b>\$29,676.00</b>	<b>\$36,476.00</b>	<b>\$38,476.00</b>
<b>Total Current Liabilities</b>		<b>\$29,676.00</b>	<b>\$36,476.00</b>	<b>\$38,476.00</b>
<b>Total Liabilities</b>		<b>\$29,676.00</b>	<b>\$36,476.00</b>	<b>\$38,476.00</b>
Equity		-	-	-
Owner's Investment		\$4,301.17	\$4,301.17	\$4,301.17

Name	Vs Month Avg	Jul '23	Aug '23	Sep '23
Owner's Pay & Personal Expenses		-\$135,381.75	-\$135,381.75	-\$135,381.75
Retained Earnings		\$105,508.09	\$105,508.09	\$105,508.09
Net Income		\$13,716.63	\$14,111.73	\$15,994.16
<b>Total Equity</b>		<b>-\$11,855.86</b>	<b>-\$11,460.76</b>	<b>-\$9,578.33</b>
<b>TOTAL LIABILITIES AND EQUITY</b>	<b>+ \$7,479.98 (35%)</b>	<b>\$17,820.14</b>	<b>\$25,015.24</b>	<b>\$28,897.67</b>

## Footnotes

[1] Undeposited Clearing Account: This was a temp account used to clear old undeposited funds. It zeros out with undeposited funds.

# Statement of Cash Flows

July 2023 - September 2023

Name	Total	Info
<b>OPERATING ACTIVITIES</b>		
	-	
Net Income	\$3,780.50	
Adjustments to reconcile Net Income to Net Cash provided by operations:	-	
Accounts Receivable (A/R)	-\$1,360.00	We have more invoices outstanding than we used to. This means we have more credit extended to our customers, which is a use of cash.
Retainer Account	\$8,800.00	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:	\$7,440.00	
<b>Net cash provided by operating activities</b>	<b>\$11,220.50</b>	
<b>FINANCING ACTIVITIES</b>		
	-	
Owner's Pay & Personal Expenses	-\$19.36	We paid out dividends / owners' distribution.
<b>Net cash provided by financing activities</b>	<b>-\$19.36</b>	
Net cash increase for period	\$11,201.14	
Cash at beginning of period	\$13,996.53	
Cash at end of period	\$25,197.67	

# Top 10 Vendors by Spend

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As of September 30, 2023

Name	Amount
1. ADP	\$906.32
2. J2 Bookkeeping	\$150.00
3. Sean Freitas	\$44.24
4. Google - Sideline	\$9.99
5. Racknerd	\$8.89

# A/R Aging Summary

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As of October 22, 2023

Name	Current	1-30	31-60	61-90	91 and Over	Total
Meredith Willsen	-	-	-\$650.00	-	-	-\$650.00
Mr Luke Flaherty	\$1,000.00	-	-	-	-	\$1,000.00
Mr. Doug Livenspargar	-	-	-\$500.00	-	-	-\$500.00
Peter Turchan	-	-	-	-	\$100.00	\$100.00
Stovall, Janet	-	-	-	-	\$300.00	\$300.00
TOTAL	\$1,000.00	-	-\$1,150.00	-	\$400.00	\$250.00