

Perfect Pitches

Financial Report

December 2023



PERFECT PITCHES

Residential Consulting, Design, Drafting, and Permitting

Prepared By
J2Bookkeeping LLC

Prepared On
March 9, 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

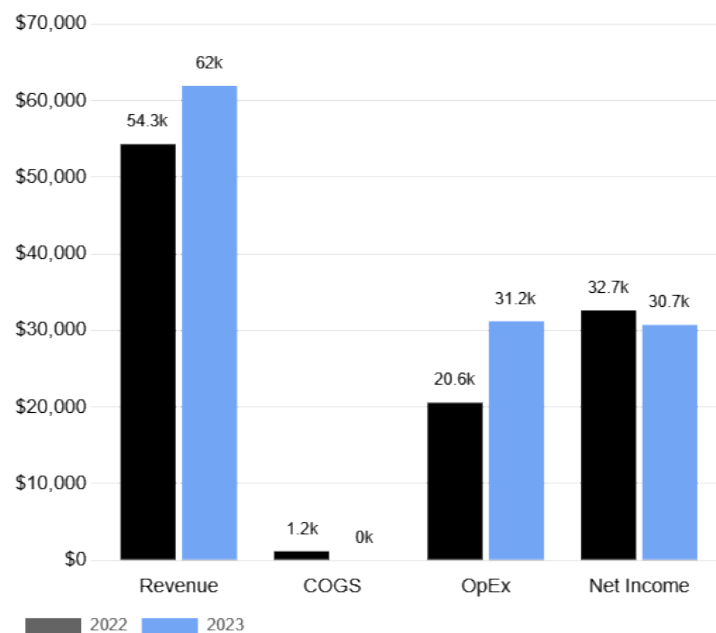
\$30,745

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

Key Metrics

Bank Accounts
\$14.0k

Profit and Loss: YTD 2023 vs. 2022



Profit and Loss (last 12 months)

January 2023 - December 2023

Name	Vs Month Avg	Jan '23	Feb '23	Mar '23	Apr '23	May '23	Jun '23	Jul '23	Aug '23	Sep '23	Oct '23	Nov '23	Dec '23	Total
INCOME														
Service/Fee Income	+ \$3,518.73 (72%)	-	\$3,060.00	\$8,739.00	\$2,400.00	\$6,010.00	\$3,039.97	\$2,980.00	\$4,936.02	\$4,771.43	\$12,020.00	\$5,614.23	\$8,388.79	\$61,959.44
Total Income	+ \$3,518.73 (72%)	-	\$3,060.00	\$8,739.00	\$2,400.00	\$6,010.00	\$3,039.97	\$2,980.00	\$4,936.02	\$4,771.43	\$12,020.00	\$5,614.23	\$8,388.79	\$61,959.44
COST OF GOODS SOLD														
Total Cost of Goods Sold		-	-	-	-	-	-	-	-	-	-	-	-	-
GROSS PROFIT	+ \$3,518.73 (72%)	-	\$3,060.00	\$8,739.00	\$2,400.00	\$6,010.00	\$3,039.97	\$2,980.00	\$4,936.02	\$4,771.43	\$12,020.00	\$5,614.23	\$8,388.79	\$61,959.44
EXPENSES														
Advertising & Marketing	- \$380.68 (100%)	-	\$4,000.00	-	\$187.50	-	-	-	-	-	-	-	-	\$4,187.50
Bank Charges & Fees		-\$10.00	-	-	-	-	-	-	-	-	-	-	-	-\$10.00
Bookkeeping & Accounting		\$220.00	\$150.00	\$150.00	\$150.00	\$150.00	\$150.00	\$150.00	\$150.00	\$150.00	\$150.00	\$150.00	\$200.00	\$1,920.00
Client Good Will		-	-	-	-	\$10.76	-	-	-	-	-	-	-	\$10.76
Computer & Software		\$31.99	-	-	-	-	-	\$1,271.45	\$2,536.51	-	-	-	\$279.20	\$4,119.15
Contractors	- \$184.94 (100%)	-	-	-	-	\$528.25	\$49.63	-	\$776.50	-	\$680.00	-	-	\$2,034.38
Dues & subscriptions		-	-	-	-	-	\$239.88	-	\$14.76	-	-	-	-	\$254.64
Insurance		-	-	-	-	-	-	-	-	-	\$24.49	-	-	\$24.49
Job Supplies		-	\$113.98	\$6.78	-	-	-	-	-	-	\$127.73	-	-	\$248.49
Legal & Professional Services		-	-	\$126.98	\$441.75	\$25.86	-	\$45.59	-	-	-	-	-	\$640.18
Business Development Coaching		-	-	\$500.00	-	-	-	-	-	-	-	\$520.00	-	\$1,020.00
Total Legal & Professional Services	- \$150.93 (100%)	-	-	\$626.98	\$441.75	\$25.86	-	\$45.59	-	-	-	\$520.00	-	\$1,660.18

Accrual Basis

Name	Vs Month Avg	Jan '23	Feb '23	Mar '23	Apr '23	May '23	Jun '23	Jul '23	Aug '23	Sep '23	Oct '23	Nov '23	Dec '23	Total
Meals & Entertainment		-	-	-	-	-	-	-	-	-	-	-	\$26.30	\$26.30
Office Supplies	+ \$130.69 (677%)	-	-	-	-	\$90.34	\$81.96	-	-	-	\$10.76	\$29.40	\$150.00	\$362.46
Other Business Expenses		-	-	-	-	\$216.00	-	-	-	-	-	-	-	\$216.00
Payroll Expenses - ADP Fees		-	-	-	-	-	-	-	-	\$188.16	\$62.72	\$125.44	\$30.90	\$407.22
Payroll Expenses - Insurance		-	-	-	-	-	-	-	\$26.39	\$45.97	\$14.85	-	-	\$87.21
Payroll Tax Expenses	+ \$435.28 (189%)	-	-	-	-	-	-	-	\$230.02	\$672.19	\$571.93	\$1,054.04	\$665.11	\$3,193.29
Payroll Wage Expenses	+ \$1,264.46 (214%)	-	-	-	-	-	-	-	\$649.01	\$1,769.56	\$1,403.51	\$2,689.93	\$1,856.46	\$8,368.47
Permits & Fees		-	-	\$33.00	-	\$143.71	-	-	-	-	-	\$140.06	-	\$316.77
Phone Expense		\$9.99	\$9.99	\$9.99	\$9.99	\$9.99	\$9.99	\$9.99	\$9.99	\$9.99	\$9.99	\$9.99	\$9.99	\$119.88
Plan Printing Expenses		-	-	-	-	-	-	-	\$147.74	\$44.24	\$109.32	\$60.06	\$99.42	\$460.78
Reimbursable Expenses		-	-	-	-	-	-	-	-	-	-	-\$140.06	-	-\$140.06
Taxes & Licenses	- \$302.56 (100%)	\$3,187.00	-	-	-	-	-	-	-	-	-	\$141.16	-	\$3,328.16
Website Expense		-	-	-	-	-	-	-	-	\$8.89	-	-	-	\$8.89
Total Expenses	+ \$782.15 (31%)	\$3,438.98	\$4,273.97	\$826.75	\$789.24	\$1,174.91	\$531.46	\$1,477.03	\$4,540.92	\$2,889.00	\$3,165.30	\$4,780.02	\$3,317.38	\$31,204.96
NET OPERATING INCOME	+ \$2,736.59 (117%)	-\$3,438.98	-\$1,213.97	\$7,912.25	\$1,610.76	\$4,835.09	\$2,508.51	\$1,502.97	\$395.10	\$1,882.43	\$8,854.70	\$834.21	\$5,071.41	\$30,754.48
OTHER EXPENSES		-	-	-	-	-	-	-	-	-	-	-	-	-
Parking and Tolls		-	-	-	-	-	-	-	-	-	\$1.75	-	\$7.00	\$8.75
Total Other Expenses		-	-	-	-	-	-	-	-	-	\$1.75	-	\$7.00	\$8.75
NET OTHER INCOME		-	-	-	-	-	-	-	-	-	-\$1.75	-	-\$7.00	-\$8.75
NET INCOME	+ \$2,729.74 (117%)	-\$3,438.98	-\$1,213.97	\$7,912.25	\$1,610.76	\$4,835.09	\$2,508.51	\$1,502.97	\$395.10	\$1,882.43	\$8,852.95	\$834.21	\$5,064.41	\$30,745.73

Balance Sheet (last 12 months)

January 2023 - December 2023

Name	Vs Month Avg	Jan '23	Feb '23	Mar '23	Apr '23	May '23	Jun '23	Jul '23	Aug '23	Sep '23	Oct '23	Nov '23	Dec '23
ASSETS													
Current Assets		-	-	-	-	-	-	-	-	-	-	-	-
Bank Accounts		-	-	-	-	-	-	-	-	-	-	-	-
Business Checking *5653	+ \$9,694.43 (434%)	\$6,271.18	\$6,497.21	-\$5,062.04	-\$3,776.28	-\$12,167.48	-\$9,094.56	-\$9,365.95	-\$4,520.85	-\$1,288.42	\$3,614.53	\$4,348.62	\$7,463.15
Safe Checking *4340	+ \$2,453.20 (61%)	\$1,541.26	-\$58.74	\$1,668.26	\$3,686.01	\$2,056.00	\$3,101.59	\$5,496.59	\$6,496.59	\$6,496.59	\$7,496.59	\$6,496.59	\$6,496.59
Undeposited Clearing Account	+ \$23,185.86 (-)	-\$28,338.27	-\$28,338.27	-\$28,338.27	-\$28,338.27	-\$28,338.27	-\$28,338.27	-\$28,338.27	-\$28,338.27	-\$28,338.27	-	-	-
Total Bank Accounts	+ \$35,333.48 (165%)	-\$20,525.83	-\$21,899.80	-\$31,732.05	-\$28,428.54	-\$38,449.75	-\$34,331.24	-\$32,207.63	-\$26,362.53	-\$23,130.10	\$11,111.12	\$10,845.21	\$13,959.74
Accounts Receivable		-	-	-	-	-	-	-	-	-	-	-	-
Accounts Receivable (A/R)		\$300.00	\$3,360.00	\$1,115.00	\$740.00	\$1,950.00	\$2,340.00	\$1,700.00	\$3,050.00	\$3,700.00	\$650.00	-\$149.88	\$1,800.00
Total Accounts Receivable		\$300.00	\$3,360.00	\$1,115.00	\$740.00	\$1,950.00	\$2,340.00	\$1,700.00	\$3,050.00	\$3,700.00	\$650.00	-\$149.88	\$1,800.00
Other Current Assets		-	-	-	-	-	-	-	-	-	-	-	-
Undeposited Funds	- \$23,185.86 (100%)	\$28,338.27	\$28,338.27	\$28,338.27	\$28,338.27	\$28,338.27	\$28,338.27	\$28,338.27	\$28,338.27	\$28,338.27	-	-	-
Total Other Current Assets	- \$23,185.86 (100%)	\$28,338.27	\$28,338.27	\$28,338.27	\$28,338.27	\$28,338.27	\$28,338.27	\$28,338.27	\$28,338.27	\$28,338.27	-	-	-
Total Current Assets	+ \$12,242.61 (348%)	\$8,112.44	\$9,798.47	-\$2,278.78	\$649.73	-\$8,161.48	-\$3,652.97	-\$2,169.36	\$5,025.74	\$8,908.17	\$11,761.12	\$10,695.33	\$15,759.74
TOTAL ASSETS	+ \$12,242.61 (348%)	\$8,112.44	\$9,798.47	-\$2,278.78	\$649.73	-\$8,161.48	-\$3,652.97	-\$2,169.36	\$5,025.74	\$8,908.17	\$11,761.12	\$10,695.33	\$15,759.74
LIABILITIES AND EQUITY													
Liabilities		-	-	-	-	-	-	-	-	-	-	-	-
Current Liabilities		-	-	-	-	-	-	-	-	-	-	-	-

Name	Vs Month Avg	Jan '23	Feb '23	Mar '23	Apr '23	May '23	Jun '23	Jul '23	Aug '23	Sep '23	Oct '23	Nov '23	Dec '23
Other Current Liabilities		-	-	-	-	-	-	-	-	-	-	-	-
Retainer Account	+ \$10,681.82 (34%)	\$25,676.00	\$26,176.00	\$25,376.00	\$26,376.00	\$26,876.00	\$28,876.00	\$28,876.00	\$35,676.00	\$37,676.00	\$38,676.00	\$41,776.00	\$41,776.00
Total Other Current Liabilities	+ \$10,681.82 (34%)	\$25,676.00	\$26,176.00	\$25,376.00	\$26,376.00	\$26,876.00	\$28,876.00	\$28,876.00	\$35,676.00	\$37,676.00	\$38,676.00	\$41,776.00	\$41,776.00
Total Current Liabilities	+ \$10,681.82 (34%)	\$25,676.00	\$26,176.00	\$25,376.00	\$26,376.00	\$26,876.00	\$28,876.00	\$28,876.00	\$35,676.00	\$37,676.00	\$38,676.00	\$41,776.00	\$41,776.00
Total Liabilities	+ \$10,681.82 (34%)	\$25,676.00	\$26,176.00	\$25,376.00	\$26,376.00	\$26,876.00	\$28,876.00	\$28,876.00	\$35,676.00	\$37,676.00	\$38,676.00	\$41,776.00	\$41,776.00
Equity		-	-	-	-	-	-	-	-	-	-	-	-
Owner's Investment	+ \$3,224.45 (299%)	-\$9,521.83	-\$6,521.83	-\$6,521.83	\$4,301.17	\$4,301.17	\$4,301.17	\$4,301.17	\$4,301.17	\$4,301.17	\$4,301.17	\$4,301.17	\$4,301.17
Owner's Pay & Personal Expenses		-\$110,110.84	-\$110,710.84	-\$110,710.84	-\$121,216.09	-\$135,362.39	-\$135,362.39	-\$135,381.75	-\$135,381.75	-\$135,381.75	-\$142,381.75	-\$147,381.75	-\$147,381.75
Retained Earnings		\$105,508.09	\$105,508.09	\$86,318.59	\$86,318.59	\$86,318.59	\$86,318.59	\$86,318.59	\$86,318.59	\$86,318.59	\$86,318.59	\$86,318.59	\$86,318.59
Net Income	+ \$20,172.35 (191%)	-\$3,438.98	-\$4,652.95	\$3,259.30	\$4,870.06	\$9,705.15	\$12,213.66	\$13,716.63	\$14,111.73	\$15,994.16	\$24,847.11	\$25,681.32	\$30,745.73
Total Equity		-\$17,563.56	-\$16,377.53	-\$27,654.78	-\$25,726.27	-\$35,037.48	-\$32,528.97	-\$31,045.36	-\$30,650.26	-\$28,767.83	-\$26,914.88	-\$31,080.67	-\$26,016.26
TOTAL LIABILITIES AND EQUITY	+ \$12,242.61 (348%)	\$8,112.44	\$9,798.47	-\$2,278.78	\$649.73	-\$8,161.48	-\$3,652.97	-\$2,169.36	\$5,025.74	\$8,908.17	\$11,761.12	\$10,695.33	\$15,759.74

Statement of Cash Flows (last 12 months)

January 2023 - December 2023

Name	Total	Info
OPERATING ACTIVITIES	-	
Net Income	\$30,745.73	
Adjustments to reconcile Net Income to Net Cash provided by operations:	-	
Accounts Receivable (A/R)	-\$1,320.00	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	\$18,100.00	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:	\$16,780.00	
Net cash provided by operating activities	\$47,525.73	
FINANCING ACTIVITIES	-	
Owner's Investment	\$13,823.00	There was an equity investment in the company.
Owner's Pay & Personal Expenses	-\$37,870.91	We paid out dividends / owners' distribution.
Retained Earnings	-\$19,189.50	We paid out dividends / owners' distribution.
Net cash provided by financing activities	-\$43,237.41	
Net cash increase for period	\$4,288.32	
Cash at beginning of period	\$9,671.42	
Cash at end of period	\$13,959.74	

Top 10 Vendors by Spend

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

As of March 9, 2024

Name	Current	1-30	31-60	61-90	91 and Over	Total
Meredith Willsen	-	\$800.00	-	-	-\$650.00	\$150.00
Mr Arthur Sharif	-	\$250.00	-	-	-	\$250.00
Mr Luke Flaherty	-	-\$0.74	-	-	-	-\$0.74
Mr. & Mrs. James Harkins	-	\$986.40	-	-	-	\$986.40
Mr. & Mrs. Steve Costa	-	\$1,100.00	-	-	-	\$1,100.00
Mr. Guy & Nan George	-	\$1,100.00	-	-	-	\$1,100.00
Stovall, Janet	-	-	-	-	\$300.00	\$300.00
TOTAL	-	\$4,235.66	-	-	-\$350.00	\$3,885.66