

Perfect Pitches

Financial Report

November 2024



PERFECT PITCHES

Residential Consulting, Design, Drafting, and Permitting

Prepared By

J2Bookkeeping LLC

Prepared On

December 17, 2024

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Executive Summary

Revenue

Q4 2024

\$21,136

Down **35%**
vs. Q3

YTD

\$94,518

Up **76%**
vs. Jan-Nov 2023

Cost Of Goods Sold

Q4 2024

\$0

Down **100%**
vs. Q3

YTD

\$280

Up **-%**
vs. Jan-Nov 2023

Operating Expenses

Q4 2024

\$14,033

Up **398%**
vs. Q3

YTD

\$32,884

Up **18%**
vs. Jan-Nov 2023

Net Operating Income

Q4 2024

\$7,102

Down **76%**
vs. Q3

YTD

\$61,353

Up **139%**
vs. Jan-Nov 2023

Net Income

Q4 2024

\$7,100

Down **76%**
vs. Q3

YTD

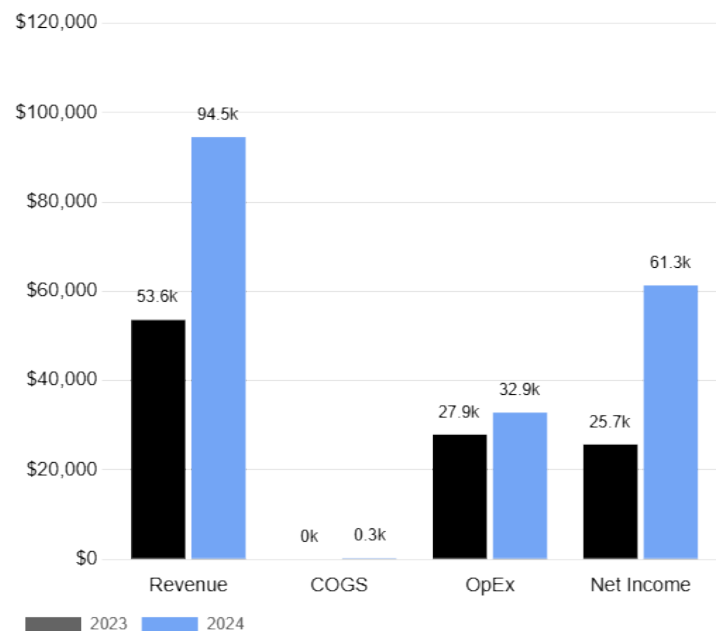
\$61,345

Up **139%**
vs. Jan-Nov 2023

Key Metrics

Bank Accounts
\$37.7k

Profit and Loss: YTD 2024 vs. 2023



Profit and Loss (Year-to-date)

January 2024 - November 2024

Name	Vs Month Avg	Jan '24	Feb '24	Mar '24	Apr '24	May '24	Jun '24	Jul '24	Aug '24	Sep '24	Oct '24	Nov '24	Total
INCOME													
Billable Expense Income		-	\$107.20	-	-	-	-	-	-	-	-	-	\$107.20
Service/Fee Income	+ \$10,726.94 (146%)	\$3,500.00	\$15,372.86	\$9,452.59	\$4,720.00	\$2,127.22	\$2,760.00	\$4,387.74	\$15,541.90	\$12,412.50	\$3,075.00	\$18,061.92	\$91,411.73
Consulting Fee Income	- \$135.00 (100%)	-	-	-	-	-	\$1,350.00	-	-	-	-	-	\$1,350.00
Total Service/Fee Income	+ \$10,591.94 (142%)	\$3,500.00	\$15,372.86	\$9,452.59	\$4,720.00	\$2,127.22	\$4,110.00	\$4,387.74	\$15,541.90	\$12,412.50	\$3,075.00	\$18,061.92	\$92,761.73
Uncategorized Income	- \$165.00 (100%)	-	\$250.00	-	-	-	\$1,400.00	-	-	-	-	-	\$1,650.00
Total Income	+ \$10,416.22 (136%)	\$3,500.00	\$15,730.06	\$9,452.59	\$4,720.00	\$2,127.22	\$5,510.00	\$4,387.74	\$15,541.90	\$12,412.50	\$3,075.00	\$18,061.92	\$94,518.93
COST OF GOODS SOLD													
Cost of Goods Sold		-	-	-	-	-	-	-	\$120.00	\$160.00	-	-	\$280.00
Total Cost of Goods Sold		-	-	-	-	-	-	-	\$120.00	\$160.00	-	-	\$280.00
GROSS PROFIT	+ \$10,444.22 (137%)	\$3,500.00	\$15,730.06	\$9,452.59	\$4,720.00	\$2,127.22	\$5,510.00	\$4,387.74	\$15,421.90	\$12,252.50	\$3,075.00	\$18,061.92	\$94,238.93
EXPENSES													
Bank Charges & Fees	- \$105.60 (100%)	-	-	\$6.00	-	-	-	-	-	-	\$1,050.00	-	\$1,056.00
Bookkeeping & Accounting		\$295.00	\$250.00	\$250.00	\$250.00	\$250.00	\$250.00	\$250.00	\$250.00	\$250.00	\$250.00	\$250.00	\$2,795.00
Client Good Will		-	-	-	-	-	-	-	\$405.14	-	-	-	\$405.14
Computer & Software	+ \$290.91 (900%)	-	-	-	-	-	-	-	\$323.23	-	-	\$323.23	\$646.46
Contractors	- \$108.67 (100%)	-	-	-	\$156.25	-	-	\$669.75	\$143.75	-	\$116.98	-	\$1,086.73
Dues & subscriptions	+ \$3,627.03 (15120%)	-	-	-	-	-	\$239.88	-	-	-	-	\$3,651.02	\$3,890.90
Insurance		-	-	-	-	\$21.25	-	-	-	-	\$14.42	-	\$35.67
Meals & Entertainment		-	-	-	-	-	-	-	-	-	\$132.52	-	\$132.52

Accrual Basis

Name	Vs Month Avg	Jan '24	Feb '24	Mar '24	Apr '24	May '24	Jun '24	Jul '24	Aug '24	Sep '24	Oct '24	Nov '24	Total
Office Supplies		-	\$75.41	-	-	\$244.16	-	-	-	\$35.24	\$33.91	\$92.02	\$480.74
Payroll Expenses - ADP Fees		\$125.48	-	\$431.03	\$125.44	\$125.44	\$62.72	-	\$62.72	\$47.27	\$116.54	\$132.54	\$1,229.18
Payroll Expenses - Insurance		\$15.45	-	-	\$40.60	\$27.22	-	-	-	-	\$67.48	\$38.43	\$189.18
Payroll Tax Expenses	+ \$584.57 (165%)	\$429.08	\$821.59	\$345.80	\$499.35	\$637.34	-	-	-	-	\$820.43	\$939.93	\$4,493.52
Payroll Wage Expenses	+ \$1,897.87 (172%)	\$1,149.49	\$1,934.64	\$1,808.15	\$1,481.07	\$1,906.86	-	-	-	-	\$2,735.01	\$2,999.39	\$14,014.61
Permits & Fees	- \$115.17 (100%)	-	-	\$1,151.65	-	-	-	-	-	-	-	-	\$1,151.65
Phone Expense		\$9.99	\$9.99	\$9.99	\$9.99	\$9.99	\$9.99	\$9.99	\$9.99	\$9.99	\$9.99	\$9.99	\$109.89
Plan Printing Expenses		\$38.61	\$106.45	\$260.62	-	\$277.51	\$62.74	-	\$253.65	\$72.39	\$102.96	\$147.20	\$1,322.13
Reimbursable Expenses	+ \$118.33 (-)	-	-	-\$1,183.32	-	-	-	-	-	-	-	-	-\$1,183.32
Uncategorized Expense	- \$100.40 (100%)	\$370.50	-	\$91.67	-	\$541.83	-	-	-	-	-	-	\$1,004.00
Website Expense		-	-	-	-	-	-	-	\$16.06	\$8.89	-	-	\$24.95
Total Expenses	+ \$6,153.63 (253%)	\$2,433.60	\$3,198.08	\$3,171.59	\$2,562.70	\$4,041.60	\$625.33	\$929.74	\$1,464.54	\$423.78	\$5,450.24	\$8,583.75	\$32,884.95
NET OPERATING INCOME	+ \$4,290.59 (83%)	\$1,066.40	\$12,531.98	\$6,281.00	\$2,157.30	-\$1,914.38	\$4,884.67	\$3,458.00	\$13,957.36	\$11,828.72	-\$2,375.24	\$9,478.17	\$61,353.98
OTHER EXPENSES		-	-	-	-	-	-	-	-	-	-	-	-
Parking and Tolls		-	-	-	-	-	-	-	-	-	\$2.00	-	\$2.00
Reconciliation Discrepancies		-	-	\$6.00	-	-	-	-	-	-	-	-	\$6.00
Total Other Expenses		-	-	\$6.00	-	-	-	-	-	-	\$2.00	-	\$8.00
NET OTHER INCOME		-	-	-\$6.00	-	-	-	-	-	-	-\$2.00	-	-\$8.00
NET INCOME	+ \$4,291.39 (83%)	\$1,066.40	\$12,531.98	\$6,275.00	\$2,157.30	-\$1,914.38	\$4,884.67	\$3,458.00	\$13,957.36	\$11,828.72	-\$2,377.24	\$9,478.17	\$61,345.98

Balance Sheet (Year-to-date)

January 2024 - November 2024

Name	Jan '24	Feb '24	Mar '24	Apr '24	May '24	Jun '24	Jul '24	Aug '24	Sep '24	Oct '24	Nov '24
ASSETS	-	-	-	-	-	-	-	-	-	-	-
Current Assets	-	-	-	-	-	-	-	-	-	-	-
Bank Accounts	-	-	-	-	-	-	-	-	-	-	-
Business Checking *5653	\$14,579.55	\$20,889.84	\$31,225.07	\$14,302.37	\$11,862.99	\$14,607.66	\$20,165.66	\$31,063.29	\$30,991.96	\$28,977.22	\$34,213.96
Safe Checking *4340	\$3,480.00	\$3,480.00	\$3,480.00	\$3,480.00	\$3,480.00	\$3,480.00	\$3,480.00	\$3,480.00	\$3,480.00	\$3,480.00	\$3,480.00
Total Bank Accounts	\$18,059.55	\$24,369.84	\$34,705.07	\$17,782.37	\$15,342.99	\$18,087.66	\$23,645.66	\$34,543.29	\$34,471.96	\$32,457.22	\$37,693.96
Accounts Receivable	-	-	-	-	-	-	-	-	-	-	-
Accounts Receivable (A/R)	-\$350.00	\$6,864.49	\$604.26	\$884.26	-\$490.74	\$1,649.26	\$649.26	\$5,908.99	\$6,581.76	\$1,319.26	\$5,560.69
Total Accounts Receivable	-\$350.00	\$6,864.49	\$604.26	\$884.26	-\$490.74	\$1,649.26	\$649.26	\$5,908.99	\$6,581.76	\$1,319.26	\$5,560.69
Other Current Assets	-	-	-	-	-	-	-	-	-	-	-
Undeposited Funds	-	\$107.20	\$2,307.20	\$2,307.20	\$2,907.20	\$2,907.20	\$2,907.20	\$2,907.20	\$2,907.20	\$2,907.20	\$2,907.20
Total Other Current Assets	-	\$107.20	\$2,307.20	\$2,307.20	\$2,907.20	\$2,907.20	\$2,907.20	\$2,907.20	\$2,907.20	\$2,907.20	\$2,907.20
Total Current Assets	\$17,709.55	\$31,341.53	\$37,616.53	\$20,973.83	\$17,759.45	\$22,644.12	\$27,202.12	\$43,359.48	\$43,960.92	\$36,683.68	\$46,161.85
TOTAL ASSETS	\$17,709.55	\$31,341.53	\$37,616.53	\$20,973.83	\$17,759.45	\$22,644.12	\$27,202.12	\$43,359.48	\$43,960.92	\$36,683.68	\$46,161.85
LIABILITIES AND EQUITY	-	-	-	-	-	-	-	-	-	-	-
Liabilities	-	-	-	-	-	-	-	-	-	-	-
Current Liabilities	-	-	-	-	-	-	-	-	-	-	-
Other Current Liabilities	-	-	-	-	-	-	-	-	-	-	-
Retainer Account	\$45,676.00	\$46,776.00	\$46,776.00	\$48,976.00	\$50,676.00	\$50,676.00	\$51,776.00	\$53,976.00	\$55,626.00	\$56,726.00	\$56,726.00
Total Other Current	\$45,676.00	\$46,776.00	\$46,776.00	\$48,976.00	\$50,676.00	\$50,676.00	\$51,776.00	\$53,976.00	\$55,626.00	\$56,726.00	\$56,726.00

Name	Jan '24	Feb '24	Mar '24	Apr '24	May '24	Jun '24	Jul '24	Aug '24	Sep '24	Oct '24	Nov '24
Liabilities											
Total Current Liabilities	\$45,676.00	\$46,776.00	\$46,776.00	\$48,976.00	\$50,676.00	\$50,676.00	\$51,776.00	\$53,976.00	\$55,626.00	\$56,726.00	\$56,726.00
Total Liabilities	\$45,676.00	\$46,776.00	\$46,776.00	\$48,976.00	\$50,676.00	\$50,676.00	\$51,776.00	\$53,976.00	\$55,626.00	\$56,726.00	\$56,726.00
Equity	-	-	-	-	-	-	-	-	-	-	-
Owner's Investment	\$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	\$4,301.17	\$4,301.17
Owner's Pay & Personal Expenses	-\$147,381.75	-\$147,381.75	-\$147,381.75	-\$168,381.75	-\$171,381.75	-\$171,381.75	-\$171,381.75	-\$171,381.75	-\$184,259.03	-\$190,259.03	-\$190,259.03
Retained Earnings	\$114,047.73	\$114,047.73	\$114,047.73	\$114,047.73	\$114,047.73	\$114,047.73	\$114,047.73	\$114,047.73	\$114,047.73	\$114,047.73	\$114,047.73
Net Income	\$1,066.40	\$13,598.38	\$19,873.38	\$22,030.68	\$20,116.30	\$25,000.97	\$28,458.97	\$42,416.33	\$54,245.05	\$51,867.81	\$61,345.98
Total Equity	-\$27,966.45	-\$15,434.47	-\$9,159.47	-\$28,002.17	-\$32,916.55	-\$28,031.88	-\$24,573.88	-\$10,616.52	-\$11,665.08	-\$20,042.32	-\$10,564.15
TOTAL LIABILITIES AND EQUITY	\$17,709.55	\$31,341.53	\$37,616.53	\$20,973.83	\$17,759.45	\$22,644.12	\$27,202.12	\$43,359.48	\$43,960.92	\$36,683.68	\$46,161.85

Statement of Cash Flows (Year-to-date)

Calendar YTD

Name	Total	Info
OPERATING ACTIVITIES	-	
Net Income	\$61,345.98	
Adjustments to reconcile Net Income to Net Cash provided by operations:	-	
Accounts Receivable (A/R)	-\$3,760.69	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	\$14,950.00	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:	\$11,189.31	
Net cash provided by operating activities	\$72,535.29	
FINANCING ACTIVITIES	-	
Owner's Pay & Personal Expenses	-\$42,877.28	We paid out dividends / owners' distribution.
Net cash provided by financing activities	-\$42,877.28	
Net cash increase for period	\$29,658.01	
Cash at beginning of period	\$10,943.15	
Cash at end of period	\$40,601.16	

Top 10 Vendors by Spend

As of November 30, 2024

Name	Amount
1. Autodesk AutoCad Software	\$3,651.02
2. ADP	\$2,551.05
3. Costco	\$323.23
4. J2 Bookkeeping	\$250.00
5. Graphia	\$147.20
6. Amazon	\$92.02
7. Google - Sideline	\$9.99

A/R Aging Summary

As of December 17, 2024

Name	Current	1-30	31-60	61-90	91 and Over	Total
Mr Luke Flaherty	-	-	-	-	-\$0.74	-\$0.74
Ms. Sarah Phillips	-	-	-	-	\$320.00	\$320.00
Stovall, Janet	-	-	-	-	\$300.00	\$300.00
TOTAL	-	-	-	-	\$619.26	\$619.26