

Tailored Living of Greater San Antonio

Profit and Loss January - March, 2024

	JAN 2024	FEB 2024	MAR 2024	TOTAL
Income				
Billable	23,028.59	15,035.23	11,930.73	\$49,994.55
Installed Sales Revenue				\$0.00
Closet System Revenue	66,952.37	61,304.46	118,947.74	\$247,204.57
Office System Revenue	8,082.86	2,629.04	4,267.92	\$14,979.82
Pantry System Revenue		8,536.53	3,313.48	\$11,850.01
Total Installed Sales Revenue	75,035.23	72,470.03	126,529.14	\$274,034.40
Unapplied Cash Payment Income	15,017.53	1,833.05	1,468.36	\$18,318.94
Uncategorized Income	52,256.75	66,719.01		\$118,975.76
Total Income	\$165,338.10	\$156,057.32	\$139,928.23	\$461,323.65
Cost of Goods Sold				
Cost of Goods Sold - Materials				\$0.00
Accessories	1,299.24	1,111.26	516.91	\$2,927.41
Accessories-NOT TAXED	190.41	1,123.93		\$1,314.34
COGS - Other	1,300.34	2,130.57	1,059.47	\$4,490.38
Flooring Supplies	6,924.32	12,326.14	311.22	\$19,561.68
Supplies and Materials	3,214.20	1,290.57	1,960.48	\$6,465.25
Wood & Related	3,793.16	3,093.35	2,951.56	\$9,838.07
Total Cost of Goods Sold - Materials	16,721.67	21,075.82	6,799.64	\$44,597.13
Total Cost of Goods Sold	\$16,721.67	\$21,075.82	\$6,799.64	\$44,597.13
GROSS PROFIT	\$148,616.43	\$134,981.50	\$133,128.59	\$416,726.52
Expenses				
Advertising				\$0.00
Collateral Materials				\$0.00
Brochures	101.05	1,158.06		\$1,259.11
Total Collateral Materials	101.05	1,158.06		\$1,259.11
Employee Uniforms	196.80			\$196.80
Promotional				\$0.00
Adwords	2,544.05	1,648.98	1,002.12	\$5,195.15
Home Concepts Magazine		4,000.00	2,000.00	\$6,000.00
Home Mag	2,570.00	2,600.00	2,600.00	\$7,770.00
Homeadvisor	265.31	41.61	496.14	\$803.06
Social Media Mgmt	424.00	324.00	374.00	\$1,122.00
TPR	250.00		79.01	\$329.01
Total Promotional	6,053.36	8,614.59	6,551.27	\$21,219.22
Total Advertising	6,351.21	9,772.65	6,551.27	\$22,675.13
Business Travel				\$0.00
Hotel		283.38		\$283.38
Rental Car	576.10	521.21	469.17	\$1,566.48
Total Business Travel	576.10	804.59	469.17	\$1,849.86

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Employee Benefits				\$0.00
Medical Expenses	34.30			\$34.30
Total Employee Benefits	34.30			\$34.30
Franchise Royalty Payments	2,669.00	2,669.00	2,669.00	\$8,007.00
General and Administrative				\$0.00
Bank Charges	133.51	35.00	35.00	\$203.51
Dues & Subscriptions	257.14	234.44	242.87	\$734.45
Meals	135.73	511.64	566.58	\$1,213.95
Warehouse	227.93			\$227.93
Total General and Administrative	754.31	781.08	844.45	\$2,379.84
Insurance				\$0.00
General Liability		1,901.33	3,841.12	\$5,742.45
Health	2,582.04	2,656.79	0.50	\$5,239.33
Insurance-other	425.03	430.03	430.03	\$1,285.09
Total Insurance	3,007.07	4,988.15	4,271.65	\$12,266.87
Merchant Fees	585.25	862.45	-21,315.30	\$ -19,867.60
Office Expenses				\$0.00
Cloud Services	368.35	338.07	583.97	\$1,290.39
Internet	290.95	276.17	278.19	\$845.31
Office Supplies	1,201.96	87.04	35.69	\$1,324.69
Postage & Delivery	6.55	12.67	3.24	\$22.46
Telephone	25.00			\$25.00
Wireless	321.80	321.84	342.23	\$985.87
Total Telephone	346.80	321.84	342.23	\$1,010.87
Utilities	588.38	845.36	540.82	\$1,974.56
Total Office Expenses	2,802.99	1,881.15	1,784.14	\$6,468.28
Payroll Expenses				\$0.00
Recruiting		461.20	425.19	\$886.39
Total Payroll Expenses		461.20	425.19	\$886.39
Professional Fees	36,518.00	42,578.51	25,891.57	\$104,988.08
Accounting Fees	813.20	813.20	813.20	\$2,439.60
Total Professional Fees	37,331.20	43,391.71	26,704.77	\$107,427.68
Rent Expense	5,250.00	5,250.00	5,250.00	\$15,750.00
Security System	105.14	115.65	481.89	\$702.68
Total Rent Expense	5,355.14	5,365.65	5,731.89	\$16,452.68
Tools & Equipment	294.12	141.75		\$435.87
Uncategorized Checks	44,728.35	51,253.89		\$95,982.24
Uncategorized Expense	39,093.21	11,128.50		\$50,221.71

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Vehicle Expense				\$0.00
Gasoline	933.64	1,080.93	1,057.51	\$3,072.08
Vehicle License Fees	82.50			\$82.50
Vehicle Repairs & Maintenance	1,686.50	281.92		\$1,968.42
Total Vehicle Expense	2,702.64	1,362.85	1,057.51	\$5,123.00
Total Expenses	\$146,284.89	\$134,864.62	\$29,193.74	\$310,343.25
NET OPERATING INCOME	\$2,331.54	\$116.88	\$103,934.85	\$106,383.27
Other Expenses				
Interest Expense	986.54	1,046.42	947.31	\$2,980.27
Other Expense				\$0.00
Amortization	499.58	499.58	499.58	\$1,498.74
Total Other Expense	499.58	499.58	499.58	\$1,498.74
Total Other Expenses	\$1,486.12	\$1,546.00	\$1,446.89	\$4,479.01
NET OTHER INCOME	\$ -1,486.12	\$ -1,546.00	\$ -1,446.89	\$ -4,479.01
NET INCOME	\$845.42	\$ -1,429.12	\$102,487.96	\$101,904.26