Profit and Loss

January - December 2022

| | TOTAL |
|---------------------------------|--------------|
| Income | |
| Sales | 211,188.58 |
| Total Income | \$211,188.58 |
| Cost of Goods Sold | |
| Cost of goods sold | 31,179.07 |
| Total Cost of Goods Sold | \$31,179.07 |
| GROSS PROFIT | \$180,009.51 |
| Expenses | |
| Advertising & marketing | 5,784.92 |
| Auto Expense | |
| Gas & fuel | 1,409.49 |
| Parking & tolls | 1,514.00 |
| Vehicle leases | 824.13 |
| Total Auto Expense | 3,747.62 |
| Bank fees & service charges | 126.90 |
| Business licences | 1,745.00 |
| Business Supplies | 6,196.91 |
| Continuing education | 650.00 |
| Contract labor | 8,808.32 |
| Contributions to charities | 180.07 |
| Dues & subscriptions | 1,218.73 |
| Employee benefits | |
| Employee retirement plans | 5,000.00 |
| Worker's compensation insurance | 774.74 |
| Total Employee benefits | 5,774.74 |
| Insurance | 2,110.79 |
| Meals & Entertainment | |
| Meals | 3,799.68 |
| Meals with clients | 11,494.00 |
| Total Meals & Entertainment | 15,293.68 |
| Office expenses | |
| Office supplies | 5,292.47 |
| Software & apps | 1,305.00 |
| Total Office expenses | 6,597.47 |
| Payroll expenses | 38,538.38 |
| Payroll taxes | 8,977.63 |
| Sales tax | 11,664.74 |
| Supplies & materials | 3,002.79 |
| Travel | 1,239.18 |
| Uniforms | 664.96 |

Profit and Loss

January - December 2022

| | TOTAL |
|------------------------|--------------|
| Utilities | |
| Internet & TV services | 1,261.50 |
| PG&E | 7,774.01 |
| Water & sewer | 1,151.29 |
| Total Utilities | 10,186.80 |
| Total Expenses | \$132,509.63 |
| NET OPERATING INCOME | \$47,499.88 |
| NET INCOME | \$47,499.88 |

Balance Sheet

As of December 31, 2022

| | TOTAL |
|----------------------------------|----------------|
| ASSETS | |
| Current Assets | |
| Bank Accounts | |
| BUS COMPLETE CHK (0261) - 1 | 187,348.66 |
| Cash | 5.11 |
| CHASE BUS TOTAL SAV (2717) - 1 | 200.20 |
| Total Bank Accounts | \$187,553.97 |
| Other Current Assets | |
| Inventory Asset | 23,660.04 |
| Uncategorized Asset | 2,904.68 |
| Total Other Current Assets | \$26,564.72 |
| Total Current Assets | \$214,118.69 |
| Fixed Assets | |
| Long-term office equipment | |
| Computers & tablets | 723.00 |
| Copiers | 36.70 |
| Total Long-term office equipment | 759.70 |
| Tools, machinery, and equipment | 2,056.12 |
| Vehicles | 11,791.20 |
| Total Fixed Assets | \$14,607.02 |
| TOTAL ASSETS | \$228,725.71 |
| LIABILITIES AND EQUITY | |
| Liabilities | |
| Current Liabilities | |
| Credit Cards | |
| CREDIT CARD (3923) - 1 | -139,012.98 |
| K. HALLICHE (7278) - 1 | 31,527.05 |
| Total Credit Cards | \$ -107,485.93 |
| Other Current Liabilities | |
| Short-term business loans | -2,938.39 |
| Total Other Current Liabilities | \$ -2,938.39 |
| Total Current Liabilities | \$ -110,424.32 |
| Long-Term Liabilities | |
| Long-term business loans | 416,783.96 |
| Total Long-Term Liabilities | \$416,783.96 |
| Total Liabilities | \$306,359.64 |

Balance Sheet

As of December 31, 2022

| | TOTAL |
|------------------------------|---------------|
| Equity | |
| Opening balance equity | 5,109.48 |
| Owner draws | -97,688.43 |
| Personal expenses | -197.20 |
| Owner retirement plans | -5,000.00 |
| State taxes | -13,103.00 |
| Total Personal expenses | -18,300.20 |
| Retained Earnings | -14,254.66 |
| Net Income | 47,499.88 |
| Total Equity | \$ -77,633.93 |
| TOTAL LIABILITIES AND EQUITY | \$228,725.71 |

Statement of Cash Flows

January - December 2022

| | TOTAL |
|---|---------------|
| OPERATING ACTIVITIES | |
| Net Income | 47,499.88 |
| Adjustments to reconcile Net Income to Net Cash provided by operations: | |
| Inventory Asset | -13,055.56 |
| Uncategorized Asset | -3,019.98 |
| CREDIT CARD (3923) - 1 | -64,603.89 |
| K. HALLICHE (7278) - 1 | 28,088.88 |
| Short-term business loans | -12,500.04 |
| Total Adjustments to reconcile Net Income to Net Cash provided by operations: | -65,090.59 |
| Net cash provided by operating activities | \$ -17,590.71 |
| INVESTING ACTIVITIES | |
| Vehicles | -5,897.28 |
| Net cash provided by investing activities | \$ -5,897.28 |
| FINANCING ACTIVITIES | |
| Long-term business loans | 102,100.00 |
| Owner draws | -94,728.00 |
| Personal expenses:Owner retirement plans | -5,000.00 |
| Personal expenses:State taxes | -3,404.00 |
| Net cash provided by financing activities | \$ -1,032.00 |
| NET CASH INCREASE FOR PERIOD | \$ -24,519.99 |
| Cash at beginning of period | 212,073.96 |
| CASH AT END OF PERIOD | \$187,553.97 |