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 10/06/20
 Cash Basis

AJ's Proformance Automotive LLC
Profit & Loss
 January 2018 through December 2019

	<u>Jan - Dec 18</u>	<u>Jan - Dec 19</u>	<u>TOTAL</u>
Ordinary Income/Expense			
Income			
Interest	-2.05	0.00	-2.05
Sales	487,399.63	557,397.44	1,044,797.07
Sales Tax Collected and Paid	-39,686.23	-44,596.78	-84,283.01
Total Income	<u>447,711.35</u>	<u>512,800.66</u>	<u>960,512.01</u>
Cost of Goods Sold			
Cost of Goods Sold	0.00	0.00	0.00
Merchant Account Fees	6,045.36	6,591.22	12,636.58
Parts Purchases	154,949.35	139,526.38	294,475.73
Subcontracted Services	913.75	4,188.57	5,102.32
Total COGS	<u>161,908.46</u>	<u>150,306.17</u>	<u>312,214.63</u>
Gross Profit	<u>285,802.89</u>	<u>362,494.49</u>	<u>648,297.38</u>
Expense			
Advertising and Promotion	1,719.70	391.50	2,111.20
Automobile Expense	6,699.06	0.00	6,699.06
Bank Service Charges	177.41	0.00	177.41
Bonus	760.00	971.00	1,731.00
Business Licenses and Permits	1,630.04	1,064.75	2,694.79
Computer and Internet Expenses	1,733.31	98.51	1,831.82
Cost of Goods	11,749.12	209.94	11,959.06
Donation	100.00	130.00	230.00
Dues and Subscriptions	120.00	155.00	275.00
Fuel	10,575.67	6,887.38	17,463.05
Insurance Expense	13,612.45	9,632.27	23,244.72
Licensing and Fees	1,618.25	361.03	1,979.28
Meals and Entertainment	291.92	0.00	291.92
Miscellaneous Expense	0.00	275.91	275.91
Office Supplies	3,424.54	1,257.45	4,681.99
Outside Services	194.40	550.00	744.40
Payroll Expenses	110,965.98	119,620.50	230,586.48
Payroll Taxes	8,330.74	7,117.98	15,448.72
Phone	683.37	250.00	933.37
Postage	0.00	134.00	134.00
Professional Fees	530.00	8,187.12	8,717.12
PUD	843.92	1,129.59	1,973.51
Rent Expense	-534.24	83,892.51	83,358.27
Repairs and Maintenance	5,983.20	2,809.97	8,793.17
Shop Expense	796.01	17,944.47	18,740.48
Small Tools and Equipment	8,125.00	17,962.21	26,087.21
Taxes			
940	49.66	0.00	49.66
941	27,213.10	23,765.59	50,978.69
Property	686.58	0.00	686.58
Taxes - Other	463.80	0.00	463.80
Total Taxes	<u>28,413.14</u>	<u>23,765.59</u>	<u>52,178.73</u>
Telephone Expense	672.40	1,079.95	1,752.35
Travel	990.25	0.00	990.25
Utilities	2,589.76	1,513.72	4,103.48
VOID	0.00	0.00	0.00
Total Expense	<u>222,795.40</u>	<u>307,392.35</u>	<u>530,187.75</u>
Net Ordinary Income	<u>63,007.49</u>	<u>55,102.14</u>	<u>118,109.63</u>
Net Income	<u><u>63,007.49</u></u>	<u><u>55,102.14</u></u>	<u><u>118,109.63</u></u>