

Buy Our Stuff, LLC
Profit & Loss YTD Comparison
 December 2023

	<u>Dec 23</u>	<u>Jan - Dec 23</u>
Ordinary Income/Expense		
Income		
Pool Cover & Equipment Sales	66,762.50	451,076.90
Revenue - Installation Service	3,020.00	17,920.00
Revenue - Repair Service	0.00	279.56
Total Income	<u>69,782.50</u>	<u>469,276.46</u>
Cost of Goods Sold		
Office Equipment	25.00	1,075.00
Inventory Overages/Shortages	-60.22	421.19
Cost of Goods Sold	58,274.54	215,193.46
Materials	7,524.07	40,539.69
Labor-Installation		
Wages - Installation	1,267.50	14,175.00
Direct Employer PR Tax Exp	934.64	6,337.26
Total Labor-Installation	<u>2,202.14</u>	<u>20,512.26</u>
Freight	10.00	687.28
Fall Out/Spoilage	45.68	502.98
Total COGS	<u>68,021.21</u>	<u>278,931.86</u>
Gross Profit	1,761.29	190,344.60
Expense		
Debt Payments	1,500.00	15,000.00
Advertising Expense	0.00	1,825.00
Business License & Fees	0.00	710.23
Car/Truck Expense		
Car Lease	563.00	6,756.00
Gas	0.00	907.64
Repairs & Maintenance	0.00	1,700.23
Mileage	0.00	0.00
Registration & License	0.00	546.00
Auto Insurance	325.00	3,900.00
Total Car/Truck Expense	<u>888.00</u>	<u>13,809.87</u>
Conferences and Seminars	0.00	575.00
Contributions	1,000.00	1,000.00
Depreciation Expense	76.92	923.04
Dues and Subscriptions	0.00	1,220.00
Insurance		
Owner's Health Insurance	356.00	4,272.00
Professional Liability Insuranc	572.92	6,875.04
General Liability Insurance	1,210.21	14,522.52
Worker's Compensation	231.84	2,782.08
Total Insurance	<u>2,370.97</u>	<u>28,451.64</u>
Maintenance/Janitorial	75.00	1,184.97
Tools & Equipment Expense	390.76	620.76
Meals and Entertainment	263.00	1,376.35
Postage and Delivery	53.89	1,119.35

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Professional Fees		
Legal Fees	0.00	200.00
Accounting Fees	0.00	2,319.00
Payroll Service Fees	123.08	1,497.80
Total Professional Fees	<u>123.08</u>	<u>4,016.80</u>
Promotional Expense	0.00	355.00
BOS Building Rent	583.75	7,005.00
Repairs		
Computer Repairs	0.00	390.00
Total Repairs	<u>0.00</u>	<u>390.00</u>
Supplies	138.04	2,777.83
Telephone	291.81	3,003.44
Travel	0.00	952.23
Wages		
Office Manager	3,375.00	28,125.00
Customer Support/Sales	0.00	600.00
Payroll Tax Expenses	272.60	2,920.68
Employee Benefits	187.83	2,253.96
Employee Bonus	0.00	0.00
Total Wages	<u>3,835.43</u>	<u>33,899.64</u>
Total Expense	<u>11,590.65</u>	<u>120,216.15</u>
Net Ordinary Income	-9,829.36	70,128.45
Other Income/Expense		
Other Expense		
Other Expense		
Interest Expense	115.19	2,236.18
Total Other Expense	<u>115.19</u>	<u>2,236.18</u>
Total Other Expense	<u>115.19</u>	<u>2,236.18</u>
Net Other Income	-115.19	-2,236.18
Net Income	<u><u>-9,944.55</u></u>	<u><u>67,892.27</u></u>