

Crowdmed

PROFIT AND LOSS

January - December 2018

	JAN - MAR, 2018	APR - JUN, 2018	JUL - SEP, 2018	OCT - DEC, 2018	TOTAL
Income					
Sales Income	37,263.34	37,750.73	29,534.23	28,713.96	\$133,262.26
Total Income	\$37,263.34	\$37,750.73	\$29,534.23	\$28,713.96	\$133,262.26
Cost of Goods Sold					
Panel Expense	11,069.81	4,576.24	9,392.57	4,216.60	\$29,255.22
Patient Refund	898.28	1,390.12			\$2,288.40
Total Cost of Goods Sold	\$11,968.09	\$5,966.36	\$9,392.57	\$4,216.60	\$31,543.62
GROSS PROFIT	\$25,295.25	\$31,784.37	\$20,141.66	\$24,497.36	\$101,718.64
Expenses					
Advertising					\$0.00
Facebook	4.95				\$4.95
Google	534.33	467.08	250.69	234.66	\$1,486.76
Total Advertising	539.28	467.08	250.69	234.66	\$1,491.71
Auto/Fuel				98.88	\$98.88
Bank Charges	767.29	537.24	540.91	562.46	\$2,407.90
Contractor		89.97	89.97	89.97	\$269.91
Clara	897.00	897.00	897.00	598.00	\$3,289.00
Kevin Manning	1,860.00	4,280.00	8,780.00	8,760.00	\$23,680.00
Lead Genius/Mobileworks	3,097.50	3,570.00	3,202.50	3,430.00	\$13,300.00
Mandy Musselwhite	3,000.00	2,462.50	3,000.00	3,612.50	\$12,075.00
Marketmeguru	6,955.00	4,895.00	10,420.00	15,735.00	\$38,005.00
MSB Endeavors	2,525.00	3,200.00	2,975.00	2,525.00	\$11,225.00
Total Contractor	18,334.50	19,394.47	29,364.47	34,750.47	\$101,843.91
Dues & Subscriptions	225.00	225.00	1,250.00	225.00	\$1,925.00
education/training	158.61				\$158.61
Employee					\$0.00
Health Insurance	-522.94	5,187.28	2,246.90	2,688.33	\$9,599.57
Lee	30,000.00	30,000.00	30,000.00	15,000.00	\$105,000.00
Payroll Fee	0.11	1,055.00		65.00	\$1,120.11
Payroll Tax Expenses	4,879.11	4,582.16	4,583.44	3,437.85	\$17,482.56
Thorne	30,000.00	30,000.00	30,000.00	30,000.00	\$120,000.00
Total Employee	64,356.28	70,824.44	66,830.34	51,191.18	\$253,202.24
Employee Perks	70.00				\$70.00
Entertainment	59.94	59.94	2,459.94	59.94	\$2,639.76
Groceries	130.66	59.11	21.94	71.25	\$282.96
Healthcare				149.00	\$149.00
Insurance	22.50	83.00	11,410.57		\$11,516.07
Insurance - Worker's Comp		271.00			\$271.00
Marketing	2,235.00	1,085.50	1,690.00	316.00	\$5,326.50
Conference		724.00		2,931.79	\$3,655.79
General		135.00	135.00		\$270.00
Total Marketing	2,235.00	1,944.50	1,825.00	3,247.79	\$9,252.29
Office Expenses	265.56	186.97	1,292.71	117.73	\$1,862.97

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PayPal Fee	260.05	82.27	50.34	35.10	\$427.76
Professional Fees					\$0.00
Bookkeeping	1,936.40	1,846.90	1,620.00	770.00	\$6,173.30
Legal	531.25	3,052.25	2,932.25	2,121.75	\$8,637.50
Total Professional Fees	2,467.65	4,899.15	4,552.25	2,891.75	\$14,810.80
Restaurants/Dining	1,392.78	640.21	1,277.92	695.45	\$4,006.36
Shipping/Transport	277.94	320.33	272.73	210.32	\$1,081.32
Software	3,788.43	3,931.13	3,880.95	4,778.39	\$16,378.90
Stationery & Printing				142.54	\$142.54
Supplies	174.81	101.20	90.93	32.63	\$399.57
Taxes & Licenses	1,350.00				\$1,350.00
Taxes (Fed/State/City)	294.00	1,873.55		915.83	\$3,083.38
Telephone Services	1,423.02	2,100.16	1,863.83	1,151.80	\$6,538.81
Transportation	1,715.75	1,792.63	1,220.82	362.09	\$5,091.29
Travel	1,669.73	3,012.32	2,695.15	924.35	\$8,301.55
Travel Meals	55.90	38.85	135.11	60.81	\$290.67
Video Conferencing	44.97	29.98	44.97	44.97	\$164.89
Web Hosting	3,364.14	3,590.51	3,456.08	3,149.25	\$13,559.98
Blue Host			335.04	149.00	\$484.04
Total Web Hosting	3,364.14	3,590.51	3,791.12	3,298.25	\$14,044.02
Web Services		515.02	977.94	1,192.28	\$2,685.24
Amazon	579.46	1,124.43	829.16	788.58	\$3,321.63
DNSSimple	9.00	9.00	9.00	9.00	\$36.00
General	56.96	264.05	75.56	100.87	\$497.44
Github	123.00	123.00	198.00	198.00	\$642.00
Hellofax Hellosign	62.00				\$62.00
Linked In	168.78	174.51	259.05	345.40	\$947.74
Salesforce	675.00	675.00	675.00		\$2,025.00
Sendgrid	59.85	62.49	63.81	63.81	\$249.96
Zendesk	345.00				\$345.00
Total Web Services	2,079.05	2,947.50	3,087.52	2,697.94	\$10,812.01
Total Expenses	\$107,522.84	\$119,412.54	\$138,210.21	\$108,950.58	\$474,096.17
NET OPERATING INCOME	\$ -82,227.59	\$ -87,628.17	\$ -118,068.55	\$ -84,453.22	\$ -372,377.53
NET INCOME	\$ -82,227.59	\$ -87,628.17	\$ -118,068.55	\$ -84,453.22	\$ -372,377.53