

Spikes

PROFIT AND LOSS

January - December 2018

| | TOTAL |
|------------------------------------|-----------------------|
| Income | |
| Discounts and Returns | -780.00 |
| Sales - Off Premise | 38,220.22 |
| Sales - On Premise | 3,995.00 |
| Total Income | \$41,435.22 |
| Cost of Goods Sold | |
| Cost of Goods Sold | 14,387.94 |
| Inventory Obsolescence | 5,755.46 |
| Shipping, Freight & Delivery - COS | 4,135.00 |
| Total Cost of Goods Sold | \$24,278.40 |
| GROSS PROFIT | \$17,156.82 |
| Expenses | |
| Insurance | 2,805.25 |
| Legal & Professional Services | 18,913.03 |
| Marketing and Branding | 63,908.15 |
| Other Business Expenses | 6,961.74 |
| Payroll Expenses | 96,324.86 |
| Rent & Lease | 8,223.58 |
| Taxes & Licenses | 4,759.13 |
| Total Expenses | \$201,895.74 |
| NET OPERATING INCOME | \$ -184,738.92 |
| Other Income | \$274.12 |
| Other Expenses | |
| Depreciation | 6,512.52 |
| Interest Paid | 904.79 |
| Total Other Expenses | \$7,417.31 |
| NET OTHER INCOME | \$ -7,143.19 |
| NET INCOME | \$ -191,882.11 |