

Humphry Slocombe Group, LLC

Profit and Loss

As of September 30, 2020

	2018	2019	Q1-Q3 2020
Income			
Total 40000 Sales	\$ 4,202,985.06	\$ 4,944,344.90	\$ 2,687,474.49
40700 Royalty/Licensing	1,956.21	63,243.21	60,034.54
40900 Other Sales	48,116.14	46,161.92	19,970.90
41000 Discounts & Returns	-245,072.73	-265,290.36	-198,809.46
Total Income	\$ 4,202,985.06	\$ 4,788,459.67	\$ 2,568,670.47
Cost of Goods Sold			
50000 Cost of Goods Sold	0.00		
Total 51000 Direct COGS	\$ 907,944.04	\$ 1,162,868.49	\$ 631,205.64
52100 Other Packaging	4,359.93		
Total 52200 Cost of Labor	\$ 239,535.26	\$ 351,271.86	\$ 151,337.01
52500 Kitchen/Cleaning Supplies	58,717.62	62,854.56	20,122.92
Total 53000 Warehousing & Fulfillment	\$ 573,246.71	\$ 648,903.84	\$ 549,092.34
Total 50000 Cost of Goods Sold	\$ 1,783,803.56	\$ 2,225,898.75	\$ 1,351,757.91
Total Cost of Goods Sold	\$ 1,783,803.56	\$ 2,225,898.75	\$ 1,351,757.91
Gross Profit	\$ 2,224,181.12	\$ 2,562,560.92	\$ 1,216,912.56
Expenses			
Total 61000 Sales & Marketing	\$ 289,044.70	\$ 286,752.08	\$ 93,665.64
Total 62000 Operations	\$ 172,039.35	\$ 205,233.37	\$ 148,404.36
71000 General & Administrative			
Total 71100 Payroll Expenses	\$ 1,326,195.71	\$ 1,643,819.71	\$ 744,795.21
Total 71200 Travel & Entertainment	\$ 80,537.40	\$ 49,575.94	\$ 15,797.58
Total 71300 Occupancy	\$ 478,605.70	\$ 612,109.33	\$ 294,223.55
Total 71400 Professional Fees	\$ 165,942.45	\$ 147,641.99	\$ 23,746.50
71499 Recruiting Fees	10,574.36	22,286.38	1,983.44
Total 71500 Technology	\$ 42,493.51	\$ 36,864.22	\$ 23,484.56
71600 Charitable Contributions	2,610.60	6,132.50	2,543.00
71710 Office Supplies	33,356.88	2,729.84	1,185.49
71720 Postage & Delivery	3,272.29	960.72	171.40
71730 Bad Debt	4,018.20		
71740 Over/Under Cash	6,282.50	-5.63	
71752 Licenses/Certification/ Permits	24,543.78	29,173.78	23,346.96
71753 Bank/Payroll/Merchant Fees	94,418.34	115,540.34	46,626.57
Total 71760 Insurance	\$ 21,054.00	\$ 33,066.90	\$ 24,441.56
Total 71770 Taxes	\$ 11,254.09	\$ 23,509.46	\$ 16,216.32
Total 71000 General & Administrative	\$ 2,305,159.81	\$ 2,723,405.48	\$ 1,218,562.14
Total Expenses	\$ 2,766,243.86	\$ 3,215,390.93	\$ 1,460,632.14
Net Operating Income	-\$ 542,062.74	-\$ 652,830.01	-\$ 243,719.58
Other Income			

81000 Interest Income	1,563.03	0.00	995.29
83000 Other Income	6,594.12	22,512.52	2,116.77
87000 Gain (Loss) on Disposal of Assets	190,041.33	0.00	0.00
Total Other Income	\$ 198,198.48	\$ 22,512.52	\$ 3,112.06
Other Expenses			
79998 One-Time Lease Buyout	0.00	0.00	157,500.00
84000 Interest Expense	1,334.85	91,109.80	82,213.87
84101 Inventory Adjustments/Write-Offs	15,693.15	157,619.02	0.00
85000 Depr. & Amort. Expense			
85100 Amortization Expense	3,969.84	-4,339.58	0.00
85200 Depreciation Expense	370,710.93	108,285.00	0.00
Total 85000 Depr. & Amort. Expense	\$ 374,680.77	\$ 103,945.42	0.00
Total Other Expenses	\$ 391,708.77	\$ 352,674.24	\$ 239,713.87
Net Other Income	-\$ 193,510.29	-\$ 330,161.72	-\$ 236,601.81
Net Income	-\$ 735,573.03	-\$ 982,991.73	-\$ 480,321.39