

# AMMOSQUARED INC

## Profit and Loss

January - December 2022

	TOTAL
Income	
4000 Sales	
4040 Sales of Product Income	4,209,163.44
4050 Shipping, Delivery Income	91,865.00
4080 Uncategorized Income	8,848.31
4090 Refunds	-68,550.12
<b>Total 4000 Sales</b>	<b>4,241,326.63</b>
<b>Total Income</b>	<b>\$4,241,326.63</b>
Cost of Goods Sold	
5000 Cost of Goods Sold	
5005 Cost of labor - COS-Warehouse	68,227.26
5010 Packing Material	19,880.76
5015 COS-Internet & Online Services	7,009.43
5020 Purchases - COGS	3,121,232.26
5023 Equipment Rental - COS	7,933.77
5027 Merchant Fees	115,024.59
5030 Shipping (Incoming) - COS	1,764.86
5040 Shipping (Outgoing) - COS	226,390.05
5050 Shipping Insurance	-9,725.12
5090 Sales Tax	246.00
<b>Total 5000 Cost of Goods Sold</b>	<b>3,557,983.86</b>
<b>Total Cost of Goods Sold</b>	<b>\$3,557,983.86</b>
<b>GROSS PROFIT</b>	<b>\$683,342.77</b>
Expenses	
6000 Sales Expense	
6050 Sales-Travel	
6050.05 Sales-Travel Expenses	
6050.30 Sales-Meals	3,024.35
<b>Total 6050.05 Sales-Travel Expenses</b>	<b>3,024.35</b>
<b>Total 6050 Sales-Travel</b>	<b>3,024.35</b>
<b>Total 6000 Sales Expense</b>	<b>3,024.35</b>
6100 Advertising & Marketing	
6110 A&M-Payroll	
6110.10 A&M-Salary & Wage Expense	116,088.25
6110.20 A&M-Payroll Taxes & Benefits	22,643.70
<b>Total 6110 A&amp;M-Payroll</b>	<b>138,731.95</b>

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6150 A&M-Advertising Expenses	
6150.10 Ad Creation	11,429.73
6150.20 Influencer Marketing	5,284.70
6150.40 Marketing Materials	7,995.51
6150.50 Direct Mail/Email Marketing	1,080.51
<b>Total 6150 A&amp;M-Advertising Expenses</b>	<b>25,790.45</b>
6175 A&M-Branding	
6175.60 Photography and Videography	2,537.74
<b>Total 6175 A&amp;M-Branding</b>	<b>2,537.74</b>
6190 A&M-Technology	
6190.20 Domains & Hosting	396.68
6190.30 Third Party Tools	63.00
6190.50 A&M-Internet & Online Services	5,498.21
<b>Total 6190 A&amp;M-Technology</b>	<b>5,957.89</b>
6225 Direct Marketing	
6225.10 Content Marketing	1,675.56
6225.20 Email Marketing	1,182.60
<b>Total 6225 Direct Marketing</b>	<b>2,858.16</b>
<b>Total 6100 Advertising &amp; Marketing</b>	<b>175,876.19</b>
6300 Development	
6310 R&D-Payroll	
6310.10 R&D-Payroll Salary & Wage Expense	152,804.55
6310.20 R&D-Payroll Taxes & Benefits	24,740.49
<b>Total 6310 R&amp;D-Payroll</b>	<b>177,545.04</b>
6320 Professional Fees-Development Contractor	43,425.00
6350 Product Development Expense	20,058.93
6360 Hosting	26,760.46
6370 Development-Travel Expenses	909.30
<b>Total 6300 Development</b>	<b>268,698.73</b>
6500 General & Administrative	
6515 Operations	
6516 Operations-Payroll	
6516.10 Operations-Wages	149,168.52
6516.20 Operations-Taxes & Benefits	22,968.25
<b>Total 6516 Operations-Payroll</b>	<b>172,136.77</b>
<b>Total 6515 Operations</b>	<b>172,136.77</b>

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6522 G&A-Payroll	
6522.10 G&A-Wages	126,852.06
6522.20 G&A-Payroll Taxes & Benefits	14,099.09
6522.30 Payroll Expenses-401K Employer Match	1,148.00
6522.40 G&A-Payroll Processing Fees	1,567.50
<b>Total 6522 G&amp;A-Payroll</b>	<b>143,666.65</b>
6530 Bank Charges	1,692.76
6540 Computer IT Expense	205.61
6560 Dues & Subscriptions	1,593.94
6565 Education and Training	343.00
6570 G&A-Insurance Expense	
6570.20 Insurance - General & Product Liability	6,456.98
6570.30 Liability Insurance	9,593.10
<b>Total 6570 G&amp;A-Insurance Expense</b>	<b>16,050.08</b>
6573 G&A-Internet Service	2,471.50
6590 Legal & Professional Services	150.00
6590.10 Accounting/Finance Fees	36,809.00
6590.15 Contractors	2,000.00
6590.20 Legal Fees	629.00
6590.21 Legal Expenses	80.00
<b>Total 6590 Legal &amp; Professional Services</b>	<b>39,668.00</b>
6650 Office Supplies & Software Expenses	
6651 Office Expense	4,843.14
6652 Office Supplies	6,542.88
6653 Office Supplies & Software	3,132.94
6654 Software Subscriptions	7,991.62
<b>Total 6650 Office Supplies &amp; Software Expenses</b>	<b>22,510.58</b>
6700 Rent & Lease	
6700.1 Rent Expense	69,451.60
6700.2 Lease Expenses	16,875.00
<b>Total 6700 Rent &amp; Lease</b>	<b>86,326.60</b>
6720 Repairs & Maintenance	393.78
6800 Utilities	4,754.68
<b>Total 6500 General &amp; Administrative</b>	<b>491,813.95</b>
<b>Total Expenses</b>	<b>\$939,413.22</b>
NET OPERATING INCOME	<b>\$ -256,070.45</b>
Other Income	
7750 Interest Income	2.13
<b>Total Other Income</b>	<b>\$2.13</b>

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Other Expenses	
Unrealized Gain or Loss	0.00
7500 Depreciation	14,056.64
7600 Taxes	
7600.05 Federal Taxes	4,521.00
7600.10 State Taxes	235.45
7600.20 Taxes - Delaware	1,909.00
<b>Total 7600 Taxes</b>	<b>6,665.45</b>
7700 Interest Expense	2,065.66
7710 Interest Paid	787.18
9200 Amortization - Goodwill	13,000.00
9850 Wefunder Perks	1,596.00
<b>Total Other Expenses</b>	<b>\$38,170.93</b>
NET OTHER INCOME	<b>\$ -38,168.80</b>
NET INCOME	<b>\$ -294,239.25</b>