

Egeria Corporation, dba OpenGrants

Profit and Loss Comparison

January - December 2022

	Total
	Jan - Dec 2022
Income	
40001 Revenue - Enterprise	
400010 GMV - Enterprise	85,915.72
Total 40001 Revenue - Enterprise	\$ 85,915.72
40002 Revenue - Marketplace	
400020 GMV - Marketplace	62,775.94
400021 Less Grant Writer Fees (80% writer; 20% OpenGrants)	-50,324.95
Total 40002 Revenue - Marketplace	\$ 12,450.99
40003 Revenue - ProPlan	25,621.00
40004 Product Purchase	0.00
40005 Sales of Product Income	0.00
40006 Service Subscription	
40007 Services	0.00
41001 Less - Returns, Allowances, and Discounts	-3,544.60
41002 Less - Discounts given	0.00
Discounts given	0.00
Total Income	\$ 120,443.11
Cost of Goods Sold	
50001 COGS - Merchant Fees	3,207.74
50002 COGS - Software & Web Services	10,494.79
50003 COGS - Grant Writers	31,500.00
Total Cost of Goods Sold	\$ 45,202.53
Gross Profit	\$ 75,240.58
Expenses	
6100 Employee Related	
6101 Payroll	
61010 Gross Wages	
61012 Regular Wages	372,111.56
61013 Vacation Pay	1,338.65
61016 Additional Earnings	
Total 61010 Gross Wages	\$ 373,450.21
Total 6101 Payroll	\$ 373,450.21
6102 Employer Payroll Taxes	33,830.97
6103 Health Insurance	10,842.56
6104 Employee Benefits	406.88
6107 Workers' Compensation	226.62
6408 Payroll & Benefits Administration	1,986.00
6409 Professional Development	3,533.00
6410 Recruiting	
Total 6100 Employee Related	\$ 424,276.24
6200 Sales & Marketing	
62001 Advertising	188.60

62002 Branding	
62004 Market Research & Analytics	3,250.00
62005 Marketing Contractors	50,442.08
62006 Promotional Materials	88.89
62008 Sales	
Total 6200 Sales & Marketing	\$ 53,969.57
6400 General & Administrative	
6401 Bank Fees	297.12
6402 Business Insurance	72.44
6403 Dues & Subscriptions	5,243.38
6405 Licenses and Fees	
6406 MainStreet Admin Fees	-738.80
6407 Office Expenses	315.60
6412 Shipping and Handling	
Total 6400 General & Administrative	\$ 5,189.74
6404 Fundraising Expense	4,967.03
6413 IT Expense	
64132 Software & Web Services	25,915.44
64133 Telephone and Internet	1,638.98
Total 6413 IT Expense	\$ 27,554.42
6414 Facilities	
64142 Rent	9,455.00
Total 6414 Facilities	\$ 9,455.00
6415 Professional Fees	
64151 Engineering, Product & Design	30,246.00
64152 Finance & Accounting	9,500.00
64153 Legal	6,507.50
64154 Management Consulting & Strategy	
64155 Other Contractors	2,200.00
Total 6415 Professional Fees	\$ 48,453.50
6416 Travel	
64161 Air Travel	2,532.29
64162 Ground Transportation & Parking	1,457.35
64163 Lodging	926.77
64164 Meals & Entertainment	506.08
64165 Entertainment	920.21
64166 Meals	432.28
Total 6416 Travel	\$ 6,774.98
Total Expenses	\$ 580,640.48
Net Operating Income	-\$ 505,399.90
Other Income	
8002 Non-Taxable Income - PPP Loan	
8003 Interest Earned	0.04
8004 Tax Refunds & Credits	2,351.66
Total Other Income	\$ 2,351.70
Other Expenses	
9002 Interest Expense	36,500.00
9003 Taxes	2,281.25

9006 Reconciliation Discrepancies	-0.01
9009 Bad Debt Expense	
9010 Other Expense	
90101 SAFE/CAFE Conversion Expense	
Total 9010 Other Expense	\$ 0.00
Total Other Expenses	\$ 38,781.24
Net Other Income	-\$ 36,429.54
Net Income	-\$ 541,829.44

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Jan - Dec 2021 (PY)

	69,083.94
\$	69,083.94
	140,223.00

	-127,139.40
\$	13,083.60
	11,021.97
	0.00
	0.00
	0.00
	0.00
	-27,843.97
	0.00

\$	65,345.54
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	5,167.90
	1,458.92

\$	6,626.82
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\$	58,718.72
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	194,739.79
	1,807.64
	10,384.62

\$	206,932.05
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\$	206,932.05
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	18,083.71
	666.68
	75.00
	824.03
	1,323.99

	1,661.17
\$	229,566.63

	2,500.00
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	307.00
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	475.00
	3,250.00
	83,241.51
	25.86
	490.00
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\$	90,289.37

	0.00
	27.00
	902.64
	1,017.00
	4,353.75
	222.88
	8.70
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\$	6,531.97

	24,760.01
	2,000.41
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\$	26,760.42

	11,274.00
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\$	11,274.00

	67,893.75
	32,011.23
	19,897.50
	50,001.60
	24,342.92
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\$	194,147.00

	157.36
	590.96
	1,187.91
	1,754.11

	929.79
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\$	4,620.13
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\$	563,189.52
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-\$	504,470.80

	53,568.00
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	6,063.00
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\$	59,631.00

	4,996.00
	816.00

20,982.60

56,027.50

\$	56,027.50
\$	82,822.10
-\$	23,191.10
-\$	527,661.90