

Fabalish

Profit and Loss

January 2021 - December 2022

	JAN - DEC 2021	JAN - DEC 2022	TOTAL
Income			
4190 Online Sales	197,940.12	77,339.84	\$275,279.96
4195 Sales	630,215.81	877,268.26	\$1,507,484.07
4200 Shipping Income	7,481.71	7,374.47	\$14,856.18
4700 Discounts	-11,201.65	-12,178.63	\$ -23,380.28
4800 Refunds & Returns		-1,893.04	\$ -1,893.04
Total Income	\$824,435.99	\$947,910.90	\$1,772,346.89
Cost of Goods Sold			
5010 Direct Product Cost	311,410.41	449,394.74	\$760,805.15
5050 Shipping, Freight & Delivery - COGS	80,163.22	57,185.29	\$137,348.51
5100 Shipping Materials - COGS	28,192.54	17,878.37	\$46,070.91
5300 Damaged Inventory	22,500.00		\$22,500.00
Total Cost of Goods Sold	\$442,266.17	\$524,458.40	\$966,724.57
GROSS PROFIT	\$382,169.82	\$423,452.50	\$805,622.32
Expenses			
6000 Employee Expenses			\$0.00
6001 Wages	317,836.90	0.00	\$317,836.90
6005 Payroll - Management	19,791.62	150,240.54	\$170,032.16
6020 Payroll - Operations	10,833.32	66,503.42	\$77,336.74
6025 Payroll - Sales	1,833.32	10,999.92	\$12,833.24
6050 Payroll - Production	30,050.32	185,135.55	\$215,185.87
6055 Bonus		4,000.00	\$4,000.00
6060 Medical Insurance	7,327.62	50,309.98	\$57,637.60
6070 Workers Comp Insurance	2,256.45	11,985.95	\$14,242.40
6080 Payroll Taxes	37,480.24	42,910.72	\$80,390.96
6090 PEO Fees	8,503.00	9,271.13	\$17,774.13
6095 Continuing Education	362.18		\$362.18
Total 6000 Employee Expenses	436,274.97	531,357.21	\$967,632.18
6100 Professional Services/Contractors			\$0.00
6165 Professional Services - Sales & Marketing	197,867.52	143,494.89	\$341,362.41
6171 Professional Services - Kitchen	57,118.35	139,528.75	\$196,647.10
6185 Professional Services - Quality Assurance		5,700.00	\$5,700.00
6190 Professional Services - Accounting	7,250.00	24,200.00	\$31,450.00
6195 Professional Services - Legal	427.00	3,720.00	\$4,147.00
6196 Professional Services - Operations		1,150.00	\$1,150.00
6199 Legal & Professional Services	38,451.32		\$38,451.32
Total 6100 Professional Services/Contractors	301,114.19	317,793.64	\$618,907.83
6300 Sales & Marketing			\$0.00
6320 Advertising & Marketing	116,741.27	72,507.95	\$189,249.22
6355 Samples	25,483.13		\$25,483.13
6370 Travel	22,086.87	21,215.76	\$43,302.63
6372 Auto Expense	9,626.73	14,388.89	\$24,015.62
6375 Meals & Entertainment	9,420.24	13,375.80	\$22,796.04

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6380 Selling & Distribution Costs	54,601.69	19,248.77	\$73,850.46
Total 6300 Sales & Marketing	237,959.93	140,737.17	\$378,697.10
6500 Business & Administrative Expenses			\$0.00
6510 Software & Computer Expense	22,438.02	20,624.23	\$43,062.25
6535 Insurance	3,797.75	7,854.48	\$11,652.23
6536 Auto Insurance	1,610.97	1,457.26	\$3,068.23
6540 Bank Charges & Fees	2,021.26	1,501.57	\$3,522.83
6542 Platform & Service Fees	15,701.83	6,173.02	\$21,874.85
6543 Distributor Fees	6,268.07		\$6,268.07
6545 Bad Debt	6,447.60	1,652.00	\$8,099.60
6560 Dues & Subscriptions	4,925.87	4,588.00	\$9,513.87
6565 Licenses & Permits	688.20	6,318.49	\$7,006.69
6580 Telephone Expense	798.13	4,608.17	\$5,406.30
6597 QuickBooks Payments Fees	850.04	950.54	\$1,800.58
6599 Miscellaneous	1,962.81		\$1,962.81
Total 6500 Business & Administrative Expenses	67,510.55	55,727.76	\$123,238.31
6800 Facility Expenses			\$0.00
6840 Rent & Lease	129,624.59	186,502.24	\$316,126.83
6850 Utilities		31,676.49	\$31,676.49
6855 Kitchen Supplies	27,255.27	41,740.14	\$68,995.41
6860 Equipment Rental		830.00	\$830.00
6890 Repairs & Maintenance	1,839.04	44,084.62	\$45,923.66
Total 6800 Facility Expenses	158,718.90	304,833.49	\$463,552.39
6900 Research & Development			\$0.00
6930 R&D Supplies	5,366.32	6,940.15	\$12,306.47
6940 R&D - Other		2,507.13	\$2,507.13
Total 6900 Research & Development	5,366.32	9,447.28	\$14,813.60
6999 Uncategorized Expenses		0.00	\$0.00
9040 Interest Expense	51,050.03	47,379.86	\$98,429.89
Total Expenses	\$1,257,994.89	\$1,407,276.41	\$2,665,271.30
NET OPERATING INCOME	\$ -875,825.07	\$ -983,823.91	\$ -1,859,648.98
Other Income			
8040 Other Income		12,000.00	\$12,000.00
8070 PPP Loan Forgiven		6,206.33	\$6,206.33
8075 Cash Reward	7,558.12	1,417.77	\$8,975.89
8080 Grant Income	15,000.00	25,000.00	\$40,000.00
8090 Rental Income		950.00	\$950.00
Total Other Income	\$22,558.12	\$45,574.10	\$68,132.22
Other Expenses			
9010 Depreciation Expense	22,786.41		\$22,786.41
9030 Taxes	557.67	1,187.00	\$1,744.67
9045 Financing Fees		19,983.62	\$19,983.62

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Total Other Expenses	\$23,344.08	\$21,170.62	\$44,514.70
NET OTHER INCOME	\$ -785.96	\$24,403.48	\$23,617.52
NET INCOME	\$ -876,611.03	\$ -959,420.43	\$ -1,836,031.46