

Erin Leonard Events LLC

Profit and Loss

January - December 2020

	TOTAL
Income	
Classes & Training Revenues	
Ticket Sales	66.26
Total Classes & Training Revenues	66.26
Service Revenues	
Discounts	-4,500.00
Total Service Revenues	-4,500.00
Services	238,463.75
Unapplied Retainer	0.00
Total Income	\$234,030.01
Cost of Goods Sold	
Cost of Labor	
Subcontractor Labor	129,271.96
Total Cost of Labor	129,271.96
Total Cost of Goods Sold	\$129,271.96
GROSS PROFIT	\$104,758.05
Expenses	
Accounting & HR Expenses	
Accounting fees	10,303.00
Total Accounting & HR Expenses	10,303.00
Bad Debts	843.75
Banking Expenses	
Amex Fees	95.00
Bank Charges & Fees	443.44
QuickBooks Payments Fees	788.61
Total Banking Expenses	1,327.05
Donations Expenses	
Charitable Donation Expense	180.57
Total Donations Expenses	180.57
Dues & Membership Expenses	
Subscriptions	31.78
Total Dues & Membership Expenses	31.78
Education Expenses	
Class or Training Expense	1,000.63
Training Expense	7,645.00
Total Education Expenses	8,645.63

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Equipment & Software Expenses	
Computer Equipment Expense	316.20
General Software Expense	4,134.99
Office Equipment Expense	104.48
Total Equipment & Software Expenses	4,555.67
Financing Expenses	
Interest Expense	2,871.42
Total Financing Expenses	2,871.42
Insurance Expenses	
Health Insurance	3,827.21
Total Insurance Expenses	3,827.21
Legal & Professional Services	
Attorneys Fees Expense	5,600.00
Total Legal & Professional Services	5,600.00
Meals & Entertainment Expenses	
Business Meal Expense	3,404.98
Client Entertainment Expense	80.16
Total Meals & Entertainment Expenses	3,485.14
Offices & Facilities Expenses	
Utilities Expense	1,893.34
Total Offices & Facilities Expenses	1,893.34
Other Business Expenses	108.20
Sales & Marketing Expenses	
Advertising Expense	835.95
Business Development	275.00
Client Gift	711.42
Internet Marketing Expense	13,981.00
Outreach & PR Expense	6,130.06
Promo Materials Expense	2,232.07
Sales & Marketing Consulting Expense	2,000.00
Total Sales & Marketing Expenses	26,165.50
Supplies & Postage Expenses	
Office Supplies Expense	3,712.83
Welfare & Gifts Expense	596.06
Total Supplies & Postage Expenses	4,308.89
Tax & Compliance Expenses	
Business Filings Expense	512.54
Taxes Paid - 2019	2,577.00
Total Tax & Compliance Expenses	3,089.54

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	TOTAL
Telecomm Expenses	
Cell Phone Expense	59.89
Total Telecomm Expenses	59.89
Travel & Transport Expenses	
Local Transit Expenses	609.38
Lodging Expenses	685.37
Vehicle & Travel Rentals	549.53
Total Travel & Transport Expenses	1,844.28
Vehicle Expenses	
Gas & Routine expenses	41.14
Total Vehicle Expenses	41.14
Website Expenses	
Website Development & Maintenance Expense	11.47
Website Registration & Hosting	40.68
Total Website Expenses	52.15
Total Expenses	\$79,234.15
NET OPERATING INCOME	\$25,523.90
Other Income	
DC Grant	2,500.00
Total Other Income	\$2,500.00
NET OTHER INCOME	\$2,500.00
NET INCOME	\$28,023.90