

	Month, Year	% of Income
<b>Ordinary Income/Expense</b>		
<b>Income</b>		
6600 · Sales - HA	84,000.00	90.32%
6610 · Sales - Misc	9,000.00	9.68%
<b>Total Income</b>	<b>93,000.00</b>	<b>100.0%</b>
<b>Cost of Goods Sold</b>		
7700 · Cost of Goods Sold - HA	28,560.00	30.71%
7710 · Cost of Goods Sold - Misc	4,500.00	4.84%
<b>Total COGS</b>	<b>33,060.00</b>	<b>35.55%</b>
<b>Gross Profit</b>	<b>59,940.00</b>	<b>64.45%</b>
<b>Expense</b>		
8000 · Marketing Expense	9,000.00	9.68%
8200 · Office Expense	8,500.00	9.14%
8580 · General Expense	9,000.00	9.68%
9000 · Staff Expense	22,000.00	23.66%
<b>Total Expense</b>	<b>48,500.00</b>	<b>52.15%</b>
<b>Net Ordinary Income</b>	<b>11,440.00</b>	<b>12.3%</b>
<b>Other Income/Expense</b>		
<b>Other Income</b>		
9500 · Other Income	0.00	0.0%
<b>Total Other Income</b>	<b>0.00</b>	<b>0.0%</b>
<b>Other Expense</b>		
9600 · Other Expense	100.00	0.11%
<b>Total Other Expense</b>	<b>100.00</b>	<b>0.11%</b>
<b>Net Other Income</b>	<b>-100.00</b>	<b>-0.11%</b>
<b>Net Income</b>	<b>11,340.00</b>	<b>12.19%</b>
<b>Per Unit Statistics</b>		
Total Net HA Units Sold (From OMS)	32	% of ASP
Average Sales Price	\$2,625.00	100.0%
<b>Per Aid Average</b>		
Cost of Goods Sold	\$892.50	34.0%
Gross Profit	\$1,732.50	66.0%
Marketing Expense	\$281.25	10.7%
Office Expense	\$265.63	10.1%
General Expense	\$281.25	10.7%
Staff Expense	\$687.50	26.2%
Net Other Income/Expense	\$3.13	0.1%
<b>Total Expense</b>	<b>\$1,518.75</b>	<b>57.9%</b>
<b>Income</b>	<b>\$213.75</b>	<b>8.1%</b>

# P&L Monthly Financials



	CORPORATE		OFFICE 1		OFFICE 2		TOTAL	
	Month, Year	% of Income	Month, Year	% of Income	Month, Year	% of Income	Month, Year	% of Income
<b>Ordinary Income/Expense</b>								
Income								
6600 · Sales - HA	0.00	0.0%	40,000.00	90.09%	66,000.00	91.67%	106,000.00	91.07%
6610 · Sales - Misc	0.00	0.0%	4,400.00	9.91%	6,000.00	8.33%	10,400.00	8.94%
<b>Total Income</b>	<b>0.00</b>	<b>0.0%</b>	<b>44,400.00</b>	<b>100.0%</b>	<b>72,000.00</b>	<b>100.0%</b>	<b>116,400.00</b>	<b>100.0%</b>
Cost of Goods Sold								
7700 · Cost of Goods Sold - HA	0.00	0.0%	12,000.00	27.03%	23,100.00	32.08%	35,100.00	30.16%
7710 · Cost of Goods Sold - Misc	0.00	0.0%	2,800.00	6.31%	3,500.00	4.86%	6,300.00	5.41%
<b>Total COGS</b>	<b>0.00</b>	<b>0.0%</b>	<b>14,800.00</b>	<b>33.33%</b>	<b>26,600.00</b>	<b>36.94%</b>	<b>41,400.00</b>	<b>35.57%</b>
<b>Gross Profit</b>	<b>0.00</b>	<b>0.0%</b>	<b>29,600.00</b>	<b>66.67%</b>	<b>45,400.00</b>	<b>63.06%</b>	<b>75,000.00</b>	<b>64.43%</b>
Expense								
8000 · Marketing Expense	0.00	0.0%	5,500.00	12.39%	7,500.00	10.42%	13,000.00	11.17%
8200 · Office Expense	0.00	0.0%	4,400.00	9.91%	5,600.00	7.78%	10,000.00	8.59%
8580 · General Expense	0.00	0.0%	2,000.00	4.51%	3,000.00	4.17%	5,000.00	4.3%
9000 · Staff Expense	0.00	0.0%	10,000.00	22.52%	16,000.00	22.22%	26,000.00	22.34%
<b>Total Expense</b>	<b>0.00</b>	<b>0.0%</b>	<b>21,900.00</b>	<b>49.32%</b>	<b>32,100.00</b>	<b>44.58%</b>	<b>54,000.00</b>	<b>46.39%</b>
<b>Net Ordinary Income</b>	<b>0.00</b>	<b>0.0%</b>	<b>7,700.00</b>	<b>17.34%</b>	<b>13,300.00</b>	<b>18.47%</b>	<b>21,000.00</b>	<b>18.04%</b>
<b>Other Income/Expense</b>								
Other Income								
9500 · Other Income	0.00	0.0%	0.00	0.0%	0.00	0.0%	0.00	0.0%
<b>Total Other Income</b>	<b>0.00</b>	<b>0.0%</b>	<b>0.00</b>	<b>0.0%</b>	<b>0.00</b>	<b>0.0%</b>	<b>0.00</b>	<b>0.0%</b>
Other Expense								
9600 · Other Expense	0.00	0.0%	100.00	0.23%	0.00	0.0%	100.00	0.09%
<b>Total Other Expense</b>	<b>0.00</b>	<b>0.0%</b>	<b>100.00</b>	<b>0.23%</b>	<b>0.00</b>	<b>0.0%</b>	<b>100.00</b>	<b>0.09%</b>
<b>Net Other Income</b>	<b>0.00</b>	<b>0.0%</b>	<b>-100.00</b>	<b>-0.23%</b>	<b>0.00</b>	<b>0.0%</b>	<b>-100.00</b>	<b>-0.09%</b>
<b>Net Income</b>	<b>0.00</b>	<b>0.0%</b>	<b>7,600.00</b>	<b>17.12%</b>	<b>13,300.00</b>	<b>18.47%</b>	<b>20,900.00</b>	<b>17.96%</b>
<b>Per Unit Statistics</b>								
Total Net HA Units Sold (From OMS)			20	% of ASP	30	% of ASP	50	% of ASP
Average Sales Price			\$2,000.00	100.0%	\$2,200.00	100.0%	\$2,120.00	100.0%
<b>Per Aid Average</b>								
Cost of Goods Sold			\$600.00	30.0%	\$770.00	35.0%	\$702.00	33.1%
Gross Profit			\$1,400.00	70.0%	\$1,430.00	65.0%	\$1,418.00	66.9%
Marketing Expense			\$275.00	13.8%	\$250.00	11.4%	\$260.00	12.3%
Office Expense			\$220.00	11.0%	\$186.67	8.5%	\$200.00	9.4%
General Expense			\$100.00	5.0%	\$100.00	4.5%	\$100.00	4.7%
Staff Expense			\$500.00	25.0%	\$533.33	24.2%	\$520.00	24.5%
Net Other Income/Expense			\$5.00	0.3%	\$0.00	0.0%	\$2.00	0.1%
<b>Total Expense</b>			<b>\$1,100.00</b>	<b>55.0%</b>	<b>\$1,070.00</b>	<b>48.6%</b>	<b>\$1,082.00</b>	<b>51.0%</b>
<b>Income</b>			<b>\$300.00</b>	<b>15.0%</b>	<b>\$360.00</b>	<b>16.4%</b>	<b>\$336.00</b>	<b>15.8%</b>