

P&L Monthly Financials



	Month, Year	% of Income
Ordinary Income/Expense		
Income		
6600 · Sales - HA	84,000.00	90.32%
6610 · Sales - Misc	9,000.00	9.68%
Total Income	93,000.00	100.0%
Cost of Goods Sold		
7700 · Cost of Goods Sold - HA	28,560.00	30.71%
7710 · Cost of Goods Sold - Misc	4,500.00	4.84%
Total COGS	33,060.00	35.55%
Gross Profit	59,940.00	64.45%
Expense		
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%
Total Expense	48,500.00	52.15%
Net Ordinary Income	11,440.00	12.3%
Other Income/Expense		
Other Income		
9500 · Other Income	0.00	0.0%
Total Other Income	0.00	0.0%
Other Expense		
9600 · Other Expense	100.00	0.11%
Total Other Expense	100.00	0.11%
Net Other Income	-100.00	-0.11%
Net Income	11,340.00	12.19%
Per Unit Statistics		
Total Net HA Units Sold (From OMS)	32	% of ASP
Average Sales Price	\$2,625.00	100.0%
Per Aid Average		
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%
Total Expense	\$1,518.75	57.9%
Income	\$213.75	8.1%

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	CORPORATE		OFFICE 1		OFFICE 2		TOTAL	
	Month, Year	% of Income	Month, Year	% of Income	Month, Year	% of Income	Month, Year	% of Income
Ordinary Income/Expense								
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%
Total Income	0.00	0.0%	44,400.00	100.0%	72,000.00	100.0%	116,400.00	100.0%
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%
Total COGS	0.00	0.0%	14,800.00	33.33%	26,600.00	36.94%	41,400.00	35.57%
Gross Profit	0.00	0.0%	29,600.00	66.67%	45,400.00	63.06%	75,000.00	64.43%
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%
Total Expense	0.00	0.0%	21,900.00	49.32%	32,100.00	44.58%	54,000.00	46.39%
Net Ordinary Income	0.00	0.0%	7,700.00	17.34%	13,300.00	18.47%	21,000.00	18.04%
Other Income/Expense								
Other Income								
9500 · Other Income	0.00	0.0%	0.00	0.0%	0.00	0.0%	0.00	0.0%
Total Other Income	0.00	0.0%	0.00	0.0%	0.00	0.0%	0.00	0.0%
Other Expense								
9600 · Other Expense	0.00	0.0%	100.00	0.23%	0.00	0.0%	100.00	0.09%
Total Other Expense	0.00	0.0%	100.00	0.23%	0.00	0.0%	100.00	0.09%
Net Other Income	0.00	0.0%	-100.00	-0.23%	0.00	0.0%	-100.00	-0.09%
Net Income	0.00	0.0%	7,600.00	17.12%	13,300.00	18.47%	20,900.00	17.96%
Net Income								
Per Unit Statistics								
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%
Per Aid Average								
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%
Total Expense			\$1,100.00	55.0%	\$1,070.00	48.6%	\$1,082.00	51.0%
Income			\$300.00	15.0%	\$360.00	16.4%	\$336.00	15.8%