

## Profit & Loss

January through December 2021

	Jan - Dec 21
Ordinary Income/Expense	
Income	
400 · Sales	
410 · Sales Tax Edible	-6,595.13
415 · Sales Web	328,462.13
420 · Interfranchise Incoming	53,338.65
425 · Interfranchise Outgoing	-5,443.58
400 · Sales - Other	125,412.38
Total 400 · Sales	495,174.45
Total Income	495,174.45
Cost of Goods Sold	
500 · COGS	
510 · COGS - Fruit and Produce	69,834.87
515 · COGS - Fudge and Candies	2,704.83
520 · COGS - Containers	19,044.93
522 · COGS - Holiday Specials	1,772.60
525 · COGS - Delivery Supplies	1,443.31
530 · COGS - Design Supplies	120.62
535 · COGS - Balloons	1,973.08
540 · COGS - Card	2,295.28
545 · COGS - Plush & Flowers	5,927.57
Total 500 · COGS	105,117.09
Total COGS	105,117.09
Gross Profit	390,057.36
Expense	
610 · Advertising	
611 · NAF Contribution	15,580.05
612 · Coop Contribution	6,525.48
614 · Advertising - Local	8,150.00
Total 610 · Advertising	30,255.53
620 · Automobile Expenses	
621 · Fuel	10,510.54
624 · Repairs/Maintenance	1,304.88
Total 620 · Automobile Expenses	11,815.42
630 · Communication Expenses	
632 · Computer Support	1,104.42
633 · Telephone - Store	553.45
634 · Internet Expense	1,898.78
Total 630 · Communication Expenses	3,556.65
640 · Property Expenses	
642 · Security System	212.36
645 · Rent	38,400.00
650 · Repairs and Maintenance	1,470.41
690 · Property Expenses/CAM	420.34
Total 640 · Property Expenses	40,503.11
660 · Utilities	
661 · Electric	7,138.89
662 · Gas Utility	523.73
663 · Water	443.48
Total 660 · Utilities	8,106.10

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700 · Payroll Expenses	
714 · Labor	112,592.87
715 · Management Staff	6,326.59
730 · Payroll Processing	709.28
740 · Payroll Employer Taxes	12,872.21
741 · Payroll Employee Taxes	24,305.54
	156,806.49
Total 700 · Payroll Expenses	
800 · Other Operational Expenses	
810 · Credit Card Processing Fees	2,670.64
820 · Insurance	4,079.06
840 · Royalty - Edible	22,110.01
842 · EAConnect Fees	38,538.07
850 · Supplies - Store	2,475.24
870 · Small Equipment & Fixtures	1,392.85
	71,265.87
Total 800 · Other Operational Expenses	
900 · Other Admin Expenses	
905 · Bank Service Charges	58.00
910 · Travel and Lodging	398.90
917 · Meals - Employees	239.00
925 · Licenses and Permits	155.00
930 · Printing and Reproduction	1,000.00
945 · Professional Fees	1,550.00
	3,400.90
Total 900 · Other Admin Expenses	
Total Expense	325,710.07
Net Ordinary Income	64,347.29
Other Income/Expense	
Other Expense	
999 · Other Expense	
995 · Penalties	250.00
	250.00
Total 999 · Other Expense	
Total Other Expense	250.00
Net Other Income	-250.00
Net Income	64,097.29