

APPENDIX B:
FINANCIAL STATEMENTS
(Unaudited)

American Stonecraft, Inc.
Balance Sheet
As of December 31, 2018

	Total
ASSETS	
Current Assets	
Bank Accounts	
CitiBusiness	47,923.31
Enterpris	37,965.52
Old Deposits	0.00
Petty Cash	2,600.29
Total Bank Accounts	\$ 88,489.12
Accounts Receivable	
Accounts Receivable	-897.00
Total Accounts Receivable	-\$ 897.00
Other Current Assets	
Undeposited Funds	795.17
Unreconciled Deposits	500.00
Total Other Current Assets	\$ 1,295.17
Total Current Assets	\$ 88,887.29
Fixed Assets	
Accumulated Depreciation	-113,471.00
CNC Automation Machinery and Software	4,003.82
Furniture and Equipment	13,946.97
Computer Router	199.00
MacBook Air Computer	2,658.00
Total Furniture and Equipment	\$ 16,803.97
Gemi WrapPak	2,317.90
Leasehold Improvements - Fixed Asset	1,072.53
Machinery and Equipment	
Abra Polisher	6,023.00
Block Saw #1	3,884.95
Block Saw #2	3,884.95
Block Saw #3	3,937.77
Diteq Shibuya Drill #2 2014	1,795.00
Exhaust System for Wet saws	2,816.15
Forklift	14,674.28
Stone Trailer	4,500.00
Total Machinery and Equipment	\$ 46,512.95
Vehicles - Van	57,109.66
Total Fixed Assets	\$ 14,349.83
Other Assets	
Prepaid rent 2016	3,050.00
Security Deposit 133 Congress Street	3,000.00
Total Other Assets	\$ 6,050.00
TOTAL ASSETS	\$ 109,287.12
LIABILITIES AND EQUITY	

Liabilities**Current Liabilities****Accounts Payable**

Accounts Payable		0.00
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Total Accounts Payable	\$	0.00
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Credit Cards

AAA Visa		0.00
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Aadvantage		0.00
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Bank Americard		0.00
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BofA		3,341.25
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BofA		21,255.50
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BofA		0.00
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Capital One		7,791.72
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Chase		15,261.70
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Chase		3,846.25
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Citi		1,751.00
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Citi CC		11,270.00
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Citi Costco		10.85
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Citi ThankYou		-800.96
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Sears MasterCard		0.00
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Total Credit Cards	\$	63,727.31
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Other Current Liabilities

Enterprise Bank Line of Credit		12,774.93
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Gift Cards Sold - Unredeemed		1,614.14
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INACTIVE New York City Payable		0.00
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INACTIVE Resale Certificate - No Tax		0.00
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INACTIVE Sales Tax Agcy Payable		0.00
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INACTIVE Sales Tax Payable		0.00
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Massachusetts Department of Revenue Payable		3,864.73
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Other Current Liabilities		0.00
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Other Current Liabilities - Amy Rathburn Loan		0.00
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VT Department of Taxes Payable		0.00
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Total Other Current Liabilities	\$	18,253.80
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Total Current Liabilities	\$	81,981.11
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Long-Term Liabilities

1st Investors MB Van Loan		28,733.24
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Daimler MB Van Loan		0.00
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Enterprise Loan- Abra		6,023.00
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Other Current Liabilities - G3 Loan		14,926.94
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Yale Loan		0.00
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Total Long-Term Liabilities	\$	49,683.18
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Total Liabilities	\$	131,664.29
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Equity

Opening Balance Equity {3}		56,238.54
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Owner's Equity - G3

Owner's Contributions - G3		-64,939.46
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Owner's Draw - G3		-131,561.42
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Total Owner's Equity - G3	-\$	196,500.88
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Retained earnings		115,227.69
Net Income		2,657.48
Total Equity	<u>-\$</u>	<u>22,377.17</u>
TOTAL LIABILITIES AND EQUITY	\$	109,287.12

Friday, Aug 21, 2020 11:46:17 AM GMT-7 - Cash Basis

American Stonecraft, Inc.
Balance Sheet
As of December 31, 2019

	Total
ASSETS	
Current Assets	
Bank Accounts	
CitiBusiness	16,289.36
Enterprise	10,155.25
Old Deposits	0.00
Petty Cash	3,924.40
Total Bank Accounts	\$ 30,369.01
Accounts Receivable	
Accounts Receivable	-897.00
Total Accounts Receivable	-\$ 897.00
Other Current Assets	
Undeposited Funds	589.15
Unreconciled Deposits	504.77
Total Other Current Assets	\$ 1,093.92
Total Current Assets	\$ 30,565.93
Fixed Assets	
Accumulated Depreciation	-118,353.00
CNC Automation Machinery and Software	4,003.82
Furniture and Equipment	13,946.97
Computer Router	199.00
MacBook Air Computer	2,658.00
Total Furniture and Equipment	\$ 16,803.97
Gemi WrapPak	2,317.90
Leasehold Improvements - Fixed Asset	1,072.53
Machinery and Equipment	
Abra Polisher	6,023.00
Block Saw #1	3,884.95
Block Saw #2	3,884.95
Block Saw #3	3,937.77
Diteq Shibuya Drill #2 2014	1,795.00
Exhaust System for Wet saws	2,816.15
Forklift	14,674.28
Stone Trailer	4,500.00
Total Machinery and Equipment	\$ 46,512.95
Vehicles - Van	57,109.66
Total Fixed Assets	\$ 9,467.83
Other Assets	
Prepaid rent 2016	3,050.00
Security Deposit 133 Congress Street	3,000.00
Total Other Assets	\$ 6,050.00
TOTAL ASSETS	\$ 46,083.76
LIABILITIES AND EQUITY	

Liabilities**Current Liabilities****Accounts Payable**

Accounts Payable		0.00
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Total Accounts Payable	\$	0.00
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Credit Cards

AAA Visa		0.00
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AAdvantage		0.00
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Bank Americard		0.00
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BofA		2,967.25
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BofA		0.00
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BofA		0.00
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Capital One		4,385.73
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Chase		0.00
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Chase		0.00
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Citi		1,449.00
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Citi CC		10,818.00
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Citi Costco		-339.51
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Citi ThankYou		-800.96
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Sears MasterCard		0.00
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Total Credit Cards	\$	18,479.51
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Other Current Liabilities

Enterprise Bank Line of Credit		2,618.24
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Enterprise Line of Credit		0.00
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Gift Cards Sold - Unredeemed		1,414.71
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INACTIVE New York City Payable		0.00
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INACTIVE Resale Certificate - No Tax		0.00
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INACTIVE Sales Tax Agcy Payable		0.00
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INACTIVE Sales Tax Payable		0.00
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Massachusetts Department of Revenue Payable		1,799.76
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Other Current Liabilities		0.00
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Other Current Liabilities - Amy Rathburn Loan		0.00
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VT Department of Taxes Payable		0.00
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Total Other Current Liabilities	\$	5,832.71
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Total Current Liabilities	\$	24,312.22
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Long-Term Liabilities

1st Investors MB Van Loan		22,129.43
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Daimler MB Van Loan		0.00
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Enterprise Loan		0.00
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Other Current Liabilities - G3 Loan		12,426.94
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Yale Loan		0.00
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Total Long-Term Liabilities	\$	34,556.37
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Total Liabilities	\$	58,868.59
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Equity

Opening Balance Equity {3}		56,238.54
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Owner's Equity - G3

Owner's Contributions - G3		-52,939.46
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Owner's Draw - G3		-132,180.66
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Total Owner's Equity - G3	-\$	185,120.12
Retained earnings		117,885.17
Net Income		-1,788.42
Total Equity	-\$	12,784.83
TOTAL LIABILITIES AND EQUITY	\$	46,083.76

Friday, Aug 21, 2020 11:44:13 AM GMT-7 - Cash Basis

American Stonecraft, Inc.
Balance Sheet
As of August 21, 2020

	Total
ASSETS	
Current Assets	
Bank Accounts	
Checking	109,210.21
CitiBusiness	-362.82
Enterprise	18,934.36
Old Deposits	0.00
Petty Cash	0.67
Total Bank Accounts	\$ 127,782.42
Accounts Receivable	
Accounts Receivable	-897.00
Total Accounts Receivable	-\$ 897.00
Other Current Assets	
Undeposited Funds	2,920.81
Unreconciled Deposits	504.77
Total Other Current Assets	\$ 3,425.58
Total Current Assets	\$ 130,311.00
Fixed Assets	
Accumulated Depreciation	-118,353.00
CNC Automation Machinery and Software	4,003.82
Furniture and Equipment	13,946.97
Computer Router	199.00
MacBook Air Computer	2,658.00
Total Furniture and Equipment	\$ 16,803.97
Geami WrapPak	2,317.90
Leasehold Improvements - Fixed Asset	1,072.53
Machinery and Equipment	4,996.85
Abra Polisher	6,023.00
Block Saw #1	3,884.95
Block Saw #2	3,884.95
Block Saw #3	3,937.77
Diteq Shibuya Drill #2 2014	1,795.00
Exhaust System for Wet saws	2,816.15
Forklift	14,674.28
Stone Trailer	4,500.00
Total Machinery and Equipment	\$ 46,512.95
Vehicles - Van	57,109.66
Total Fixed Assets	\$ 9,467.83
Other Assets	
Prepaid rent 2016	3,050.00
Security Deposit 133 Congress Street	3,000.00
Total Other Assets	\$ 6,050.00
TOTAL ASSETS	\$ 145,828.83

LIABILITIES AND EQUITY**Liabilities****Current Liabilities****Accounts Payable**

Accounts Payable	0.00
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Total Accounts Payable	<u>\$ 0.00</u>
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Credit Cards

AAA Visa	0.00
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AAdvantage	0.00
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Bank Americard	0.00
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BofA	0.00
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BofA	0.00
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BofA	0.00
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Capital One	2,068.24
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Chase	0.00
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Chase	0.00
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Citi	0.00
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Citi	0.00
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Citi CC	0.00
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Citi Costco	-727.77
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Citi ThankYou xx3758	-800.96
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Sears MasterCard xx9214	0.00
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Total Credit Cards	<u>\$ 539.51</u>
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Other Current Liabilities

Enterprise Bank Line of Credit	0.00
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Enterprise Line of Credit	24,149.15
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Gift Cards Sold - Unredeemed	1,414.71
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INACTIVE New York City Payable	0.00
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INACTIVE Resale Certificate - No Tax	0.00
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INACTIVE Sales Tax Agcy Payable	0.00
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INACTIVE Sales Tax Payable	0.00
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Massachusetts Department of Revenue Payable	9.81
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Other Current Liabilities	0.00
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Other Current Liabilities - Amy Rathburn Loan	0.00
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VT Department of Taxes Payable	0.00
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Total Other Current Liabilities	<u>\$ 25,573.67</u>
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Total Current Liabilities	<u>\$ 26,113.18</u>
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Long-Term Liabilities

1st Investors MB Van Loan	18,723.20
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Daimler MB Van Loan	0.00
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Enterprise Loan 305184 - Abra	0.00
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Other Current Liabilities - G3 Loan	12,426.94
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SBA PPP Loan (4-30-2020)	28,800.00
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Yale Loan	0.00
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Total Long-Term Liabilities	<u>\$ 59,950.14</u>
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Total Liabilities	<u>\$ 86,063.32</u>
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Equity

Opening Balance Equity {3}	56,238.54
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Owner's Equity - G3		
Owner's Contributions - G3		-52,939.46
Owner's Draw - G3		-132,180.66
Total Owner's Equity - G3	-\$	185,120.12
Retained earnings		116,096.75
Net Income		72,550.34
Total Equity	\$	59,765.51
TOTAL LIABILITIES AND EQUITY	\$	145,828.83

Friday, Aug 21, 2020 11:47:54 AM GMT-7 - Cash Basis

American Stonecraft, Inc.

Profit and Loss

January - December 2018

	<u>Total</u>
Income	
Sales	728.60
BPM - Boston Public Market Income	253,821.27
Discounts given	-190.25
Lowell Office	23,643.95
Lowell POS	6,687.23
Pop-Up POS	940.33
Website Income (.com)	32,654.43
Wholesale Income	58,877.25
Total Sales	\$ 377,162.81
Shipping and Delivery Income	3,768.01
Residential Shipping Surcharges	4.00
Total Shipping and Delivery Income	\$ 3,772.01
Unapplied Cash Payment Income	13.84
Total Income	\$ 380,948.66
Cost of Goods Sold	
Cost of Goods Sold	214.81
Direct Materials	1,085.13
Chemicals	650.28
Cook Slab Brushes	201.60
Diamond Materials	5,596.60
Feet	1,692.47
Product Tags & Booklets	3,481.86
Rubber Bands	481.17
Stamps	760.32
Steel for Cook Slab Handles	1,004.69
Twine for hang tags	242.15
Wood for Racks & Cook Slab Blocks	274.65
Total Direct Materials	\$ 15,470.92
Freight - Inbound	150.62
Freight - Outbound	466.48
UPS Shipping	8,540.91
USPS Postage	6,772.16
Total Freight - Outbound	\$ 15,779.55
Packaging	9,197.82
Total Cost of Goods Sold	\$ 40,813.72
Total Cost of Goods Sold	\$ 40,813.72
Gross Profit	\$ 340,134.94
Expenses	
Advertising & Marketing	78.04
Corporate Gifts	525.70
Display	38.72
Photo Shoot Props	384.69

Printed Marketing		1,912.11
Recruiting		45.00
Retail Pop Up Events + Craft Shows		333.58
Trade Shows		5,653.88
Website		1,323.62
Total Advertising & Marketing	\$	10,295.34
Auto Expenses		299.98
Fuel		5,025.59
Parking & Tolls		1,783.50
Service & Repair		3,189.87
Vehicle Excise Tax		828.75
Total Auto Expenses	\$	11,127.69
Business Licenses and Permits		705.83
Business Meals & Entertainment		854.96
CC Rewards		-109.32
Cost of Labor		
MA Unemployment Insurance UI Tax EMAC		970.19
Subcontract Labor		390.00
FC Designs		3,000.00
Subcontract Etching / Laser / Sandblasting		972.00
Total Subcontract Labor	\$	4,362.00
Wages - Employee Labor		197,990.12
Total Cost of Labor	\$	203,322.31
Insurance		
Auto Insurance		3,827.50
Business Owner Policy		1,836.73
Workers Comp Insurance		3,171.25
Total Insurance	\$	8,835.48
Interest Expense		1,998.04
Legal & Professional Services		20.00
Accountant - CPA		750.00
Total Legal & Professional Services	\$	770.00
Lowell Personal Property Tax		34.83
Merchant Service Fees		57.61
AmazonPay Fees		87.05
Balance Transfer Fee		1,172.25
Bank Service Charges		87.69
BlueTarp Fees		403.55
Intuit Service Fees		94.13
QuickBooks Payments Fees		293.88
Square Fees		7,132.91
Stripe Fees		1,951.61
Total Merchant Service Fees	\$	11,280.68
Office Supplies & Equipment		2,528.78
Bottled Water Delivery		9.64
Total Office Supplies & Equipment	\$	2,538.42
Overnight Business Travel		811.61
Overnight Travel Meals		439.92

Total Overnight Business Travel	\$	1,251.53
Products for Resale		2,681.80
Products for re-sale - Soap Lifts		300.00
Products for resale - Books		192.86
Products for Resale - Candles		1,013.76
Products for Resale - Merch Racks		277.00
Total Products for Resale	\$	4,465.42
Rent Expense		
BPM Lease		9,495.50
Rent 133 Congress St.		33,480.00
Total Rent Expense	\$	42,975.50
Repairs & Maintenance		712.52
Plowing		1,840.00
Total Repairs & Maintenance	\$	2,552.52
Software & Services		3,115.30
Thank You Stones - Wholesale Value		6,724.00
Thank You Stones Partner Discount		-6,724.00
Transfer Account		0.00
Utilities		
Comcast Internet		547.13
Electric		3,845.32
Gas		2,168.43
Phone and Fax Service		735.08
Waste Removal		1,712.00
Water & Sewer		524.50
Total Utilities	\$	9,532.46
Workshop - Depletable Supplies		1,112.60
Forklift Propane		476.02
Safety Gear / PPE / gloves / boots		166.98
Total Workshop - Depletable Supplies	\$	1,755.60
Workshop - Tools & Equipment		5,202.87
Total Expenses	\$	322,505.46
Net Operating Income	\$	17,629.48
Other Expenses		
Depreciation Expense		14,972.00
Total Other Expenses	\$	14,972.00
Net Other Income	-\$	14,972.00
Net Income	\$	2,657.48

Thursday, Aug 20, 2020 11:53:23 PM GMT-7 - Cash Basis

American Stonecraft, Inc.
Profit and Loss
January - December 2019

	Total
Income	
Sales	84,354.99
BPM - Boston Public Market Income	157,672.95
Discounts given	-314.06
Lowell Office	24,614.11
Lowell POS	4,652.67
Website Income (.com)	20,840.62
Wholesale Income	16,292.75
Total Sales	\$ 308,114.03
Shipping and Delivery Income	2,593.00
Residential Shipping Surcharges	4.00
Total Shipping and Delivery Income	\$ 2,597.00
Unapplied Cash Payment Income	50.50
Total Income	\$ 310,761.53
Cost of Goods Sold	
Cost of Goods Sold	472.81
Direct Materials	423.33
Chemicals	1,182.81
Cut to Size Stone	6,568.34
Diamond Materials	4,614.25
Feet	675.69
Hardware for Door Pulls	231.90
Product Tags & Booklets	854.67
Rubber Bands	399.50
Sandblasting Supplies	95.61
Stamps	806.20
Steel for Cook Slab Handles	290.00
Tumbling Supplies	1,123.33
Twine for hang tags	96.33
Total Direct Materials	\$ 17,361.96
Freight - Inbound	1,327.36
Freight - Outbound	230.59
UPS Shipping	5,143.50
USPS Postage	4,969.49
Total Freight - Outbound	\$ 10,343.58
Packaging	1,609.00
Total Cost of Goods Sold	\$ 31,114.71
Total Cost of Goods Sold	\$ 31,114.71
Gross Profit	\$ 279,646.82
Expenses	
Advertising & Marketing	178.29
Display	75.51
Facebook / Instagram Ads	326.60

Photo Shoot Props	63.81
Printed Marketing	559.45
Recruiting	281.76
Retail Pop Up Events + Craft Shows	134.90
Uniforms	248.99
Website	1,417.47
Total Advertising & Marketing	\$ 3,286.78
Auto Expenses	
Fuel	4,918.18
Parking & Tolls	5,131.50
Service & Repair	2,244.88
Vehicle Excise Tax	633.75
Total Auto Expenses	\$ 12,928.31
Business Licenses and Permits	100.00
Business Meals & Entertainment	308.24
Cost of Labor	
MA Unemployment Insurance UI Tax EMAC	2,561.21
Subcontract Labor	
FC Designs	3,753.04
Total Subcontract Labor	\$ 3,753.04
Wages - Employee Labor	162,178.84
Total Cost of Labor	\$ 168,493.09
Insurance	
Auto Insurance	3,769.47
Business Owner Policy	1,402.52
Workers Comp Insurance	6,485.01
Total Insurance	\$ 11,657.00
Interest Expense	1,769.74
International Freight	832.26
Legal & Professional Services	
Accountant - CPA	800.00
Total Legal & Professional Services	\$ 800.00
Lowell Personal Property Tax	62.14
Merchandising	11.99
Merchant Service Fees	
AmazonPay Fees	0.56
Bank Service Charges	5.35
Bank Service Charges	480.77
BlueTarp Fees	52.81
Intuit Service Fees	673.94
Square Fees	4,406.41
Stripe Fees	821.83
Total Merchant Service Fees	\$ 6,441.67
Office Supplies & Equipment	1,085.30
Products for Resale	
Products for re-sale - Soap Lifts	329.88
Products for resale - Books	767.50
Products for Resale - Candles	682.82
Total Products for Resale	\$ 2,027.52

Public Transportation	5.00
Rent Expense	
BPM Lease	8,542.79
Rent 133 Congress St.	34,733.37
Total Rent Expense	\$ 43,276.16
Repairs & Maintenance	408.56
Electrical Repairs	141.76
HVAC Repair & Maintenance	705.48
Makita Repairs	1,033.90
Plowing	350.00
Plumbing	403.43
Total Repairs & Maintenance	\$ 3,043.13
Sales Tax Expense	0.01
Software & Services	4,283.12
Thank You Stones - Wholesale Value	1,859.25
Thank You Stones Partner Discount	-1,859.25
Transfer Account	0.00
Unapplied Cash Bill Payment Expense	0.00
Utilities	
Electric	3,910.64
Gas	1,840.14
Phone and Fax Service	967.69
Waste Removal	1,443.00
Water & Sewer	92.38
Total Utilities	\$ 8,253.85
Workshop - Depletable Supplies	437.21
Forklift Propane	115.19
Safety Gear / PPE / gloves / boots	1,118.24
Total Workshop - Depletable Supplies	\$ 1,670.64
Workshop - Tools & Equipment	3,352.94
Laser use rental for Etching / Sandblasting	1,077.50
One Ton Bags	6.65
Total Workshop - Tools & Equipment	\$ 4,437.09
Total Expenses	\$ 276,553.24
Net Operating Income	\$ 3,093.58
Other Expenses	
Depreciation Expense	4,882.00
Total Other Expenses	\$ 4,882.00
Net Other Income	-\$ 4,882.00
Net Income	-\$ 1,788.42

American Stonecraft, Inc.
Statement of Cash Flows
January - December 2018

	Total
OPERATING ACTIVITIES	
Net Income	3,569.64
Adjustments to reconcile Net Income to Net Cash provided by operations:	
Accounts Receivable	-966.22
Unreconciled Deposits	-500.00
BofA	-8,339.14
BofA	21,255.50
Capital One	834.37
Chase	12,848.37
Chase	3,846.25
Citi	1,751.00
Citi CC	3,658.50
Citi Costco	372.69
Enterprise Bank Line of Credit	-7,360.00
	599.69
Massachusetts Department of Revenue Payable	199.24
Total Adjustments to reconcile Net Income to Net Cash provided by operations:	\$ 28,200.25
Net cash provided by operating activities	\$ 31,769.89
INVESTING ACTIVITIES	
Accumulated Depreciation	14,972.00
Furniture and Equipment	-2,104.10
Machinery and Equipment	-1,000.00
Machinery and Equipment: Abra Polisher	-6,023.00
Net cash provided by investing activities	\$ 5,844.90
FINANCING ACTIVITIES	
1st Investors MB Van Loan	-6,375.02
Enterprise Loan - Abra	6,023.00
Other Current Liabilities - G3 Loan	0.00
Yale Loan	-1,117.44
Opening Balance Equity {3}	0.00
Owner's Equity - G3: Owner's Contributions - G3	73.98
Owner's Equity - G3: Owner's Draw - G3	-1,198.46
Net cash provided by financing activities	-\$ 2,593.94
Net cash increase for period	\$ 35,020.85
Cash at beginning of period	54,263.44
Cash at end of period	\$ 89,284.29

American Stonecraft, Inc. Statement of Cash Flows

January - December 2019

	Total
OPERATING ACTIVITIES	
Net Income	-2,973.91
Adjustments to reconcile Net Income to Net Cash provided by operations:	
Accounts Receivable	1,239.56
Unreconciled Deposits	-4.77
Accounts Payable	0.00
BofA	-374.00
BofA	-21,255.50
Capital One	-3,405.99
Chase	-15,261.70
Chase	-3,846.25
Citi	-302.00
Citi CC	-452.00
Citi Costco	-350.36
Enterprise Bank Line of Credit	-10,156.69
Enterprise Line of Credit	0.00
Gift Cards Sold - Unredeemed	-199.43
Massachusetts Department of Revenue Payable	-2,119.04
Total Adjustments to reconcile Net Income to Net Cash provided by operations:	-\$ 56,488.17
Net cash provided by operating activities	-\$ 59,462.08
INVESTING ACTIVITIES	
Accumulated Depreciation	4,882.00
Net cash provided by investing activities	\$ 4,882.00
FINANCING ACTIVITIES	
1st Investors MB Van Loan	-6,603.81
Enterprise Loan	-6,023.00
Other Current Liabilities - G3 Loan	-2,500.00
Opening Balance Equity {3}	0.00
Owner's Equity - G3: Owner's Contributions - G3	12,000.00
Owner's Equity - G3: Owner's Draw - G3	-619.24
Net cash provided by financing activities	-\$ 3,746.05
Net cash increase for period	-\$ 58,326.13
Cash at beginning of period	89,284.29
Cash at end of period	\$ 30,958.16

Friday, Aug 21, 2020 11:50:16 AM GMT-7

I, Gerald J Croteau III, certify that:

1. The financial statements of AMERICAN STONECRAFT, INC. included in this Form are true and complete in all material respects; and
2. The tax return information of AMERICAN STONECRAFT, INC. included in this Form reflects accurately the information reported on the tax return for AMERICAN STONECRAFT, INC. for the fiscal years ended 2018 and 2019 (most recently available as of the Date of this Form C).

Signature 

Name: Gerald J Croteau III

Title: Founder / President