

# Erin Leonard Events LLC

## Profit and Loss

January - December 2020

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

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Equipment & Software Expenses	
Computer Equipment Expense	316.20
General Software Expense	4,134.99
Office Equipment Expense	104.48
<b>Total Equipment &amp; Software Expenses</b>	<b>4,555.67</b>
Financing Expenses	
Interest Expense	2,871.42
<b>Total Financing Expenses</b>	<b>2,871.42</b>
Insurance Expenses	
Health Insurance	3,827.21
<b>Total Insurance Expenses</b>	<b>3,827.21</b>
Legal & Professional Services	
Attorneys Fees Expense	5,600.00
<b>Total Legal &amp; Professional Services</b>	<b>5,600.00</b>
Meals & Entertainment Expenses	
Business Meal Expense	3,404.98
Client Entertainment Expense	80.16
<b>Total Meals &amp; Entertainment Expenses</b>	<b>3,485.14</b>
Offices & Facilities Expenses	
Utilities Expense	1,893.34
<b>Total Offices &amp; Facilities Expenses</b>	<b>1,893.34</b>
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
<b>Total Sales &amp; Marketing Expenses</b>	<b>26,165.50</b>
Supplies & Postage Expenses	
Office Supplies Expense	3,712.83
Welfare & Gifts Expense	596.06
<b>Total Supplies &amp; Postage Expenses</b>	<b>4,308.89</b>
Tax & Compliance Expenses	
Business Filings Expense	512.54
Taxes Paid - 2019	2,577.00
<b>Total Tax &amp; Compliance Expenses</b>	<b>3,089.54</b>

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