

# Erin Leonard Events

## Profit and Loss

January 1 - December 1, 2023

	TOTAL
Income	
Billable Expense Income	17,089.33
Event Planning Services	913,295.66
<b>Total Income</b>	<b>\$930,384.99</b>
Cost of Goods Sold	
Cost of Goods Sold	
Advanced Payment Discounts	109,312.91
Client Billable Expenses	-9,388.56
<b>Total Cost of Goods Sold</b>	<b>99,924.35</b>
Cost of Labor	
Event Subcontractor Labor	38,632.59
<b>Total Cost of Labor</b>	<b>38,632.59</b>
<b>Total Cost of Goods Sold</b>	<b>\$138,556.94</b>
<b>GROSS PROFIT</b>	<b>\$791,828.05</b>
Expenses	
Banking Expenses	
AMX Fees	369.00
Bank Charges & Fees	1,011.41
Melio Credit card fee	1.50
Payment Processing Fees	308.60
<b>Total Banking Expenses</b>	<b>1,690.51</b>
Donations Expenses	
Charitable Donation Expense	283.71
<b>Total Donations Expenses</b>	<b>283.71</b>
Dues & Membership Expenses	
Professional Subscriptions	3.45
<b>Total Dues &amp; Membership Expenses</b>	<b>3.45</b>
Education Expenses	
Training Expense	50.00
<b>Total Education Expenses</b>	<b>50.00</b>
Equipment & Software Expenses	76.32
Computer Equipment Expense	530.73
General Software Expense	5,440.80
<b>Total Equipment &amp; Software Expenses</b>	<b>6,047.85</b>
Financing Expenses	
Interest Expense	11,297.78
<b>Total Financing Expenses</b>	<b>11,297.78</b>

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	TOTAL
Insurance Expenses	208.95
General Liability Insurance Expense	1,058.27
Health Insurance	11,966.04
<b>Total Insurance Expenses</b>	<b>13,233.26</b>
Labor Expenses	
Benefits Expense	
Cell and Technology Expense	1,680.00
Employee Gifts & Incentives	833.52
Health Benefits Expense	20,474.90
Retirement Contribution Expense	5,767.99
<b>Total Benefits Expense</b>	<b>28,756.41</b>
Non-Event Labor	43.49
Wages Expense	
Bonus Expense	1,000.00
Payroll Processing Expense	2,945.44
Payroll Taxes Expense	31,298.85
Salaries	277,025.31
<b>Total Wages Expense</b>	<b>312,269.60</b>
<b>Total Labor Expenses</b>	<b>341,069.50</b>
Meals & Entertainment Expenses	
Business Meal Expense	11,194.41
Client Entertainment Expense	1,688.89
<b>Total Meals &amp; Entertainment Expenses</b>	<b>12,883.30</b>
Offices & Facilities Expenses	
Minor Office Equipment Expense	3.25
Office Supplies Expense	4,733.86
Rent & Office Lease Expenses	1,875.76
Utilities Expense	1,203.19
<b>Total Offices &amp; Facilities Expenses</b>	<b>7,816.06</b>
Professional Services	
401k Retirement Account Management	2,707.50
Accounting Services	36,645.00
Administrative Contractor	10,960.20
Attorneys Fees Expense	850.00
Human Resources Expense	9,015.00
Tax Preparation & Audit Expense	1,391.00
<b>Total Professional Services</b>	<b>61,568.70</b>

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	TOTAL
Sales & Marketing Expenses	
Advertising Expense	3,145.47
Business Development	535.38
Client Gift	252.89
Internet Marketing Expense	133.50
Outreach & PR Expense	615.00
Promo Materials Expense	1,380.00
Sales & Marketing Consulting Expense	2,500.00
Tradeshaw & Event Exhibit Expense	295.45
<b>Total Sales &amp; Marketing Expenses</b>	<b>8,857.69</b>
Supplies & Postage Expenses	
Postage & Shipping Expense	593.60
Printing & Reproduction Expense	348.19
<b>Total Supplies &amp; Postage Expenses</b>	<b>941.79</b>
Tax & Compliance Expenses	
Permits & Licenses Expense	100.00
Taxes Paid - 2022	16,489.00
<b>Total Tax &amp; Compliance Expenses</b>	<b>16,589.00</b>
Telecomm Expenses	
Internet Expense	934.89
<b>Total Telecomm Expenses</b>	<b>934.89</b>
Travel & Transport Expenses	
Local Transit Expenses	9,719.31
Lodging Expenses	16,423.42
Major Transportation Expense	11,000.83
Per Diem Expense	491.17
Vehicle & Travel Rentals	8,914.83
<b>Total Travel &amp; Transport Expenses</b>	<b>46,549.56</b>
Vehicle Expenses	
Gas & Routine expenses	551.51
Vehicle Rental & Insurance	5,893.49
<b>Total Vehicle Expenses</b>	<b>6,445.00</b>
Website Expenses	
Graphic Design Services	35,676.25
Website Development & Maintenance Expense	309.52
Website Registration & Hosting	356.19
<b>Total Website Expenses</b>	<b>36,341.96</b>
<b>Total Expenses</b>	<b>\$572,604.01</b>
NET OPERATING INCOME	<b>\$219,224.04</b>
Other Income	
Interest & Investments Revenues	10.95

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## Profit and Loss

January 1 - December 1, 2023

	TOTAL
Other Miscellaneous Income	781.55
<b>Total Other Income</b>	<b>\$792.50</b>
Other Expenses	
Other Miscellaneous Expense	0.25
Prior Period Adjustment	11,810.07
Uncategorized Expense	361.99
<b>Total Other Expenses</b>	<b>\$12,172.31</b>
NET OTHER INCOME	<b>\$ -11,379.81</b>
NET INCOME	<b>\$207,844.23</b>

# Erin Leonard Events

## Balance Sheet

As of December 1, 2023

	TOTAL
<b>ASSETS</b>	
Current Assets	
Bank Accounts	
Bank Accounts	
Chase Checking	98,307.44
Chase Money Market	10,036.67
PayPal Proxy	0.00
<b>Total Bank Accounts</b>	<b>108,344.11</b>
<b>Total Bank Accounts</b>	<b>\$108,344.11</b>
Accounts Receivable	
Accounts Receivable (A/R)	35,385.96
<b>Total Accounts Receivable</b>	<b>\$35,385.96</b>
Other Current Assets	
Employee Advances	0.00
Lawsuit AR	0.00
Prepaid Expenses	1,347.33
Prepaid Education	0.00
Prepaid Equipment & Software	1,991.09
<b>Total Prepaid Expenses</b>	<b>3,338.42</b>
Undeposited Funds	0.00
<b>Total Other Current Assets</b>	<b>\$3,338.42</b>
<b>Total Current Assets</b>	<b>\$147,068.49</b>
Fixed Assets	
Accumulated Depreciation	
Accumulated Depreciation - Computer	-11,174.43
<b>Total Accumulated Depreciation</b>	<b>-11,174.43</b>
Fixed Assets	
Computer	10,666.69
<b>Total Fixed Assets</b>	<b>10,666.69</b>
<b>Total Fixed Assets</b>	<b>\$ -507.74</b>
Other Assets	
Loan Costs	1,617.70
<b>Total Other Assets</b>	<b>\$1,617.70</b>
<b>TOTAL ASSETS</b>	<b>\$148,178.45</b>
<b>LIABILITIES AND EQUITY</b>	
Liabilities	
Current Liabilities	
Accounts Payable	
Accounts Payable (A/P)	3,037.50
<b>Total Accounts Payable</b>	<b>\$3,037.50</b>

# Erin Leonard Events

## Balance Sheet

As of December 1, 2023

	TOTAL
Credit Cards	
Credit Cards	
AMX Bonvoy -1003	703.70
AMX Hilton Honors	8,752.38
BW AMX Hilton Honors -1022	5,274.73
EL AMX Hilton Honors -1006	12,209.20
JS AMX Hilton Honors -1089	79.65
KT AMX Hilton Honors - 1071	916.90
LB AMX Hilton Honors - 3051	3,858.16
MW AMX Hilton Honors -1063	0.00
<b>Total AMX Hilton Honors</b>	<b>31,091.02</b>
Jet Blue Barclay CC	369.00
Southwest Card	0.00
<b>Total Credit Cards</b>	<b>32,163.72</b>
<b>Total Credit Cards</b>	<b>\$32,163.72</b>
Other Current Liabilities	
Deferred Revenues	0.00
Loans Payable	
Amex LOC \$35,500 (2149.73 pmt)	26,901.08
Business Loan 2021	7,177.99
N/P - Eric Leonard #2	0.00
NP Amex LOC \$25,000 (2197.79 pmt)	15,604.42
SMBX Loan	27,678.77
<b>Total Loans Payable</b>	<b>77,362.26</b>
Payroll Liabilities	420.55
Benefits & Garnishments Payable	-2,145.38
<b>Total Payroll Liabilities</b>	<b>-1,724.83</b>
Payroll Tax Payable	-902.90
Payroll Tax Payable - MD	-104.88
<b>Total Payroll Tax Payable</b>	<b>-1,007.78</b>
Prepaid Legal - Trust	0.00
Team Reimbursements Payable	7,072.75
Contractor Expense Reimbursements Due	0.00
<b>Total Team Reimbursements Payable</b>	<b>7,072.75</b>
<b>Total Other Current Liabilities</b>	<b>\$81,702.40</b>
<b>Total Current Liabilities</b>	<b>\$116,903.62</b>
Long-Term Liabilities	
Note Payable - Erin Leonard	101,896.87
<b>Total Long-Term Liabilities</b>	<b>\$101,896.87</b>
<b>Total Liabilities</b>	<b>\$218,800.49</b>

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## Balance Sheet

As of December 1, 2023

	TOTAL
Equity	
Owner's Equity	13,100.89
Owner's Contributions	35,369.49
Owner's Withdrawals	-409,654.02
<b>Total Owner's Equity</b>	<b>-361,183.64</b>
Retained Earnings	82,717.37
Net Income	207,844.23
<b>Total Equity</b>	<b>\$ -70,622.04</b>
<b>TOTAL LIABILITIES AND EQUITY</b>	<b>\$148,178.45</b>

# Erin Leonard Events

## Statement of Cash Flows

January 1 - December 1, 2023

	TOTAL
<b>OPERATING ACTIVITIES</b>	
Net Income	207,844.23
Adjustments to reconcile Net Income to Net Cash provided by operations:	
Accounts Receivable (A/R)	-35,385.96
Prepaid Expenses	-1,347.33
Prepaid Expenses:Prepaid Equipment & Software	-1,991.09
Accounts Payable (A/P)	2,531.00
Credit Cards:AMX Bonvoy -1003	5,016.46
Credit Cards:AMX Hilton Honors	13,712.50
Credit Cards:AMX Hilton Honors:BW AMX Hilton Honors -1022	5,274.73
Credit Cards:AMX Hilton Honors:EL AMX Hilton Honors -1006	15,424.12
Credit Cards:AMX Hilton Honors:JS AMX Hilton Honors -1089	79.65
Credit Cards:AMX Hilton Honors:KT AMX Hilton Honors - 1071	916.90
Credit Cards:AMX Hilton Honors:LB AMX Hilton Honors - 3051	6,792.90
Credit Cards:Jet Blue Barclay CC	369.00
Credit Cards:Southwest Card	0.00
Deferred Revenues	-137,750.00
Loans Payable:Amex LOC \$35,500 (2149.73 pmt)	26,901.08
Loans Payable:Business Loan 2021	-3,741.26
Loans Payable:N/P - Eric Leonard #2	0.00
Loans Payable:NP Amex LOC \$25,000 (2197.79 pmt)	15,604.42
Loans Payable:SMBX Loan	-9,859.76
Payroll Liabilities	420.55
Payroll Liabilities:Benefits & Garnishments Payable	-5,570.59
Payroll Tax Payable	-902.90
Payroll Tax Payable:Payroll Tax Payable - MD	-104.88
Team Reimbursements Payable	7,072.75
<b>Total Adjustments to reconcile Net Income to Net Cash provided by operations:</b>	<b>-96,537.71</b>
<b>Net cash provided by operating activities</b>	<b>\$111,306.52</b>
<b>FINANCING ACTIVITIES</b>	
Note Payable - Erin Leonard	101,896.87
Owner's Equity	-1,000.00
Owner's Equity:Owner's Contributions	-47,197.62
Owner's Equity:Owner's Withdrawals	-93,195.07
<b>Net cash provided by financing activities</b>	<b>\$ -39,495.82</b>
<b>NET CASH INCREASE FOR PERIOD</b>	<b>\$71,810.70</b>
Cash at beginning of period	36,533.41
<b>CASH AT END OF PERIOD</b>	<b>\$108,344.11</b>