

**Crisp Salads
Profit and Loss
January - December 2021**

	Jan 2021	Feb 2021	Mar 2021	Apr 2021	May 2021	Jun 2021	Jul 2021	Aug 2021	Sep 2021	Oct 2021	Nov 2021	Dec 2021	Total
Income													
4000 Sales													0.00
4003 Beer (deleted)	0.00	0.00	0.00	0.00	86.80	54.61	0.00	441.35	199.22				741.98
4004 Wine (deleted)	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00				0.00
4005 Food Sales	110,560.51	111,865.24	107,165.76	172,435.58	177,808.56	189,010.34	191,916.00	194,498.52	161,777.94	128,471.00	137,656.90	120,551.33	1,863,303.65
4010 Beverage Sales	1,075.10	800.18	2,250.81	2,305.11	1,130.26	4,165.12	5,230.33	4,648.29	3,790.45	3,141.57	2,411.37	1,876.68	35,397.11
4015 Retail Sales	100.00	15.16	33.53	33.53	134.74	17.37	11.58	5.79		11.58	5.79	5.79	378.86
4020 Third Party Sales													0.00
4021 DoorDash Sales	1,174.00	965.90	1,597.00	1,465.00	1,735.00	1,898.00	1,620.00	1,321.00	1,255.00				12,900.90
Total 4000 Third Party Sales	\$ 1,174.00	\$ 965.90	\$ 1,597.00	\$ 1,465.00	\$ 1,735.00	\$ 1,898.00	\$ 1,620.00	\$ 1,321.00	\$ 1,255.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 12,900.90
Total 4000 Sales	\$ 112,809.61	\$ 113,746.48	\$ 117,027.10	\$ 176,639.60	\$ 182,892.86	\$ 195,145.44	\$ 198,676.00	\$ 200,919.95	\$ 166,984.61	\$ 131,624.15	\$ 140,044.06	\$ 121,333.80	\$ 1,902,751.66
4030 Consulting Income (deleted)										3,154.82	15,157.79		18,312.61
4200 Discounts										-6,627.75	-6,674.71	-4,722.94	-18,025.40
4054 Neighborhood Love	-66.00	-30.90	-56.27	-43.52	-50.05	-95.13	-102.55	-92.15	-97.85				-654.42
4050 Item Discounts	-1,056.58	-3,042.90	-979.28	-1,586.03	-1,477.33	-1,744.72	-1,839.17	-2,650.34	-2,107.00	-111.68			-16,596.03
4215 Rewards	-64.43	-37.95	-285.14	-6.00	-585.50	-1,107.87	-1,229.74	-1,090.27	-980.00				-6,300.90
Total 4200 Discounts	\$ -1,187.01	\$ -3,117.75	\$ -1,320.89	\$ -1,634.25	\$ -2,112.88	\$ -2,947.72	\$ -3,171.46	\$ -3,827.76	\$ -3,184.85	\$ -5,739.43	\$ -6,874.71	\$ -4,722.94	\$ -38,645.79
Total Income	\$ 111,722.60	\$ 110,628.73	\$ 115,706.21	\$ 175,005.35	\$ 180,779.98	\$ 192,197.72	\$ 195,504.54	\$ 197,078.19	\$ 163,799.76	\$ 125,884.72	\$ 140,227.14	\$ 117,218.86	\$ 1,864,286.52
Cost of Goods Sold													
5000 Cost of Goods													3,592.53
5 Food Delivery Fees (deleted)	13,157.40	9,087.89	14,503.45	13,826.44	13,255.25	9,870.33	15,435.13	14,022.27	13,738.83	9,841.54	9,766.12	7,639.84	144,192.49
5001 Food Purchases	16,352.42	25,200.89	38,381.09	46,977.87	41,892.94	48,026.16	48,116.53	48,194.36	37,491.36	42,447.03	47,340.51	39,881.23	477,294.19
5005 Beverage Purchases	1,062.96	837.58	1,486.87	1,822.11	2,170.05	3,685.35	2,261.10	2,300.32	2,867.75	815.70	1,189.45	534.75	21,209.98
5015 Disposables	1,176.32	1,577.26	3,996.96	4,209.38	6,950.07	2,430.59	1,486.79	3,035.49	2,812.53		977.20		28,642.59
Total 5000 Cost of Goods	\$ 31,873.09	\$ 37,603.62	\$ 58,308.37	\$ 68,895.60	\$ 64,337.31	\$ 64,002.43	\$ 64,601.55	\$ 66,407.59	\$ 59,383.85	\$ 54,104.27	\$ 59,872.28	\$ 48,835.82	\$ 674,931.78
5055 Working Interviews (deleted)											49.00		49.00
5100 Controllable Costs													0.00
5101 To-Go Containers (deleted)	3,304.62	3,855.10	4,612.59	5,933.86	2,307.84	7,467.07	9,069.27	6,800.90	6,731.41	1,843.20	1,241.89		53,157.75
5103 General Supplies (deleted)	357.63	680.73	546.29	1,087.81	219.77	571.89	297.74	2,142.02	3,660.25	2,272.95	7,568.83		20,488.41
5104 Paper Products (deleted)	1,443.67	754.08		377.04	1,108.43	19.66							4,079.27
5107 Laundry (deleted)	634.89	486.86	619.47	541.45	521.05	666.81	738.85	796.25	673.86				892.03
Total 5100 Controllable Costs	\$ 5,740.81	\$ 6,756.77	\$ 5,778.35	\$ 7,241.85	\$ 5,025.13	\$ 8,353.31	\$ 10,380.01	\$ 7,673.72	\$ 9,669.68	\$ 6,484.31	\$ 2,966.25	\$ 10,469.14	\$ 85,533.33
Cost of Goods Sold													0.00
5050 Cost of Goods Sold													47,462.11
Total Cost of Goods Sold	\$ 0.00	\$ 0.00	\$ 47,462.11	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 47,462.11
Total Cost of Goods Sold	\$ 37,719.90	\$ 42,760.39	\$ 3,375.39	\$ 74,137.45	\$ 69,362.44	\$ 72,355.74	\$ 74,981.56	\$ 74,981.31	\$ 69,053.53	\$ 60,588.58	\$ 62,838.53	\$ 58,553.96	\$ 693,086.00
Gross Profit	\$ 74,002.70	\$ 67,874.34	\$ 173,091.80	\$ 101,047.60	\$ 111,417.54	\$ 119,841.98	\$ 120,524.98	\$ 122,996.88	\$ 84,746.23	\$ 68,450.96	\$ 86,688.61	\$ 58,656.90	\$ 1,189,349.52
Expenses													0.00
6050 Occupancy Costs (deleted)													0.00
6055 Common Area Charges (deleted)	1,532.71	1,532.71	1,532.71	1,421.71	1,088.71	1,088.71	1,307.00	1,343.71	4,214.00				15,061.97
Total 6050 Occupancy Costs (deleted)	\$ 1,532.71	\$ 1,532.71	\$ 1,532.71	\$ 1,421.71	\$ 1,088.71	\$ 1,088.71	\$ 1,307.00	\$ 1,343.71	\$ 4,214.00	\$ 0.00	\$ 0.00	\$ 0.00	\$ 15,061.97
6300 DIRECT Labor													0.00
6305 In Store	28,477.10	28,366.83	31,387.42	37,340.64	38,756.76	48,056.05	48,740.78	50,000.91	44,146.78	33,066.18	38,369.39	35,376.11	483,333.66
6310 Management	7,916.66	7,916.66	7,916.66	10,916.66	9,999.99	7,916.66	7,916.66	8,961.11	10,935.88	11,875.00	12,258.10	12,500.00	118,012.04
6335 Training	10.00	10.00	88.00		75.00	39.00	79.00	286.00	163.00	10.00			361.00
Total 6300 DIRECT Labor	\$ 36,393.76	\$ 36,293.29	\$ 39,314.08	\$ 48,353.70	\$ 49,756.75	\$ 54,058.61	\$ 53,696.44	\$ 60,631.02	\$ 55,368.66	\$ 45,904.18	\$ 49,169.40	\$ 48,927.11	\$ 577,866.70
6400 INDIRECT Labor													0.00
6405 Casual Labor (deleted)	250.69		52.80	-0.10	1,133.46		378.18		-388.72				1,426.31
6405 Employee Reimbursement (deleted)											150.00		150.00
6401 Payroll - Taxes	5,904.13	4,668.68	792.95	6,059.62	6,700.82	7,380.05	7,241.43	8,133.47	6,937.09	6,064.80	6,388.55	5,951.03	72,221.62
6402 Management Benefits	1,446.20	909.86	361.52	1,084.68	90.35	381.52	381.52	433.49	723.08	1,266.42	2,169.30	1,807.75	8,269.33
6410 Employee Functions	89.04				80.00	310.00			60.00		700.00		1,239.04
6412 Employee Discounts	1,634.19	1,081.29	1,392.80	1,763.80	1,558.45	1,478.91	1,553.91	2,099.69	1,999.27				14,562.31
6440 Worker's Compensation				4,435.00									4,435.00
Total 6400 INDIRECT Labor	\$ 9,324.25	\$ 6,653.83	\$ 7,035.07	\$ 6,737.64	\$ 9,483.00	\$ 9,300.48	\$ 9,485.04	\$ 10,666.65	\$ 9,330.72	\$ 7,330.22	\$ 9,407.85	\$ 7,758.78	\$ 102,873.61
6700 Controllable Expenses													0.00
6701 Merchant Service Fees	1,271.21	1,272.68	3,895.62	4,644.66	4,892.26	5,644.46	4,982.58	4,701.63	3,842.95	2,906.45	2,670.87	2,359.14	42,880.51
6731 Office Supplies	1,040.39	179.33	118.97	1,828.66	2,434.22	278.77	-746.96	2,513.56	927.99	2,556.21	1,760.45	1,478.09	14,369.68
6734 Repairs and Maintenance	-1,094.43	11.12	53.48	18.70	149.18	2,078.50	1,222.89	477.85	619.19	3,087.72	4,680.92	613.61	11,888.73
6739 Smallwares	217.98	2,199.03	294.27	309.16	651.35	1,603.03	1,954.78	135.60	798.04	322.56	24.95	303.68	8,874.43
6741 Software Dues					749.65				94.97	225.01			1,439.68
6743 Utilities													0.00
6744 Phone					75.00	219.88	390.35	220.46	380.80	390.22	433.54	786.81	2,897.06
6745 Electricity	1,125.23	1,170.88	1,057.27	1,072.62	1,202.35	1,248.73	1,512.10	1,788.21	2,612.88	1,606.72	810.81	1,181.89	16,389.69
6747 Trash							40.00						40.00
6748 Water					753.50			964.61		1,097.43			2,815.54
6749 WiFi	487.69	486.22	486.22	486.22	486.83	486.83	486.83	499.47	499.47	522.62	937.17	215.37	6,081.22
6750 Gas	663.68	635.17	527.91	400.35	423.98	284.51	273.02	95.91	446.90	244.51	292.77	347.42	4,696.13
Total 6743 Utilities	\$ 2,276.00	\$ 1,106.04	\$ 2,005.29	\$ 2,009.19	\$ 2,941.66	\$ 2,249.95	\$ 2,702.30	\$ 3,598.94	\$ 3,940.05	\$ 3,861.50	\$ 2,474.29	\$ 2,531.49	\$ 37,030.70
Total 6700 Controllable Expenses	\$ 3,707.75	\$ 6,768.20	\$ 6,367.63	\$ 8,870.37	\$ 11,818.62	\$ 11,854.71	\$ 10,115.59	\$ 11,397.58	\$ 10,128.22	\$ 12,819.41	\$ 11,836.49	\$ 7,656.96	\$ 113,141.53
6800 Non-Controllable Expenses													0.00
6800 Uniforms	294.85			578.93			632.99	1,860.05	57.32	400.24			3,824.38
6810 Business Licenses and Permits	1,595.00						637.00	743.60	695.00	110.00	345.00		4,125.60
6815 Equipment Rental	403.24	671.65	403.40	570.40	570.40	570.40	729.00	1,073.56	1,658.99	485.00	485.00	504.65	8,125.59
6820 Rent Expense	8,461.14	8,391.22	8,509.14	13,478.14	13,478.14	8,842.14	6,229.85	8,842.14	8,623.85	10,372.00	10,372.00	10,655.00	116,206.76
Total 6800 Non-Controllable Expenses	\$ 10,754.23	\$ 9,052.87	\$ 8,912.54	\$ 14,628.47	\$ 14,8								

Crisp Salads
Balance Sheet
As of December 31, 2021

	Total
ASSETS	
Current Assets	
Bank Accounts	
1000 Cash Drawer	0.00
10000300173035 HV 0173 - Unitus Checking (deleted)	4,559.51
1005 Division Checking - Unitus 22-0001 - Inactive	51,882.61
1006 Division Savings - Unitus 22-0000	74,683.78
1007 NoPo Checking - Unitus 47-0001	1,319.24
1008 NoPo Savings - Unitus 47-0000	5.00
1010 Happy Valley Savings - Unitus 73-0000	5.00
1011 Oregon CU - [NoPo] SM Business Checking	-34,697.97
1012 Oregon CU- [NoPo] SM Business Checking (deleted)	37,443.56
Total 1011 Oregon CU - [NoPo] SM Business Checking	\$ 2,745.59
1013 Oregon CU - [NoPo] Business Shares	
1014 Oregon CU- [NoPo] Business Shares (deleted)	1,447.15
Total 1013 Oregon CU - [NoPo] Business Shares	\$ 1,447.15
Total Bank Accounts	\$ 136,647.88
Accounts Receivable	
1100 Accounts Receivable	0.00
Total Accounts Receivable	\$ 0.00
Other Current Assets	
1650 Pending Deposits	0.00
1652 Third Party/Catering Pending	0.00
1652.1 Toast	0.00
1652.2 DoorDash	0.00
1652.3 Uber Eats	0.00
1652.4 Grubhub	0.00
1652.5 Waiter.com	0.00
1652.8 EZ Cater	0.00
1652.9 Too Good to Go	0.00
Total 1652 Third Party/Catering Pending	\$ 0.00
1660 Security Deposits Asset	3,601.01
2150 ERC Recivable (deleted)	122,516.53
Total Other Current Assets	\$ 126,117.54
Total Current Assets	\$ 262,765.42
Fixed Assets	
1400 Computer Equipment (deleted)	14,483.48
1402 Restaurant Equipment Purchase (deleted)	17,780.12
1700 Accumulated Depreciation	-195,899.00
1710 Furniture and Equipment	131,298.95
1715 Leasehold Improvement	67,954.13

Total Fixed Assets	\$ 35,617.68
Other Assets	
1800 Accumulated Amortization - Sec 704	-27,334.00
1805 Startup Costs	44,739.54
Total 1800 Accumulated Amortization - Sec 704	\$ 17,405.54
1810 Goodwill - 704	20,000.00
Total Other Assets	\$ 37,405.54
TOTAL ASSETS	\$ 335,788.64
LIABILITIES AND EQUITY	
Liabilities	
Current Liabilities	
Accounts Payable	
2000 Accounts Payable	0.00
Total Accounts Payable	\$ 0.00
Other Current Liabilities	
2205 Accrued Payroll Liabilities	-11,128.97
2215 Employee Tips Payable	14,494.56
2240 Gift Card Outstanding	6,464.52
Total Other Current Liabilities	\$ 9,830.11
Total Current Liabilities	\$ 9,830.11
Long-Term Liabilities	
2320 Loan Payable Dyes	
2321 Loan Payable Emma Dye	1,151.07
2322 Loan Payable Kirt Dye	91,046.09
Total 2320 Loan Payable Dyes	\$ 92,197.16
2350 OCU Equipment Loan - 9000 (deleted)	24,040.17
Total Long-Term Liabilities	\$ 116,237.33
Total Liabilities	\$ 126,067.44
Equity	
3000 Opening Balance Equity	0.00
3010 Owner Distributions	0.00
3015 Owner Contribution	165,561.89
3030 Retained Earnings	-113,060.88
Net Income	157,220.19
Total Equity	\$ 209,721.20
TOTAL LIABILITIES AND EQUITY	\$ 335,788.64

Crisp Salads
Statement of Cash Flows
January - December 2021

	Total
OPERATING ACTIVITIES	
Net Income	157,220.19
Adjustments to reconcile Net Income to Net Cash provided by operations:	
1100 Accounts Receivable	159.77
1652 Third Party/Catering Pending	0.00
1652.1 Third Party/Catering Pending:Toast	0.00
1652.10 Third Party/Catering Pending:Say2Eat (deleted)	388.62
1652.2 Third Party/Catering Pending:DoorDash	4,768.23
1652.3 Third Party/Catering Pending:Uber Eats	26.65
1652.4 Third Party/Catering Pending:Grubhub	1,121.52
1652.5 Third Party/Catering Pending:Waiter.com	0.00
1652.6 Third Party/Catering Pending:Postmates (deleted)	4,386.29
1652.8 Third Party/Catering Pending:EZ Cater	270.08
1652.9 Third Party/Catering Pending:Too Good to Go	0.00
2150 ERC Recivable (deleted)	-4,403.07
A/R adj (deleted)	-14.68
Third Party/Catering Pending:Minnow Pod (deleted)	-0.04
1800 Accumulated Amortization - Sec 704	4,316.00
2000 Accounts Payable	-13,921.88
2205 Accrued Payroll Liabilities	-15,744.18
2215 Employee Tips Payable	13,186.06
2240 Gift Card Outstanding	4,579.75
A/P adj (deleted)	-551.71
Donations (deleted)	452.44
OCU Business Signature - 6850 (deleted)	-7,675.19
PPP Loan (deleted)	-79,302.00
Total Adjustments to reconcile Net Income to Net Cash provided by operations:	-\$ 87,957.34
Net cash provided by operating activities	\$ 69,262.85
INVESTING ACTIVITIES	
1400 Computer Equipment (deleted)	-2,020.65
1402 Restaurant Equipment Purchase (deleted)	-13,580.12
1700 Accumulated Depreciation	46,842.00
1710 Furniture and Equipment	-10,333.83
1715 Leasehold Improvement	-6,668.86
Net cash provided by investing activities	\$ 14,238.54
FINANCING ACTIVITIES	
2321 Loan Payable Dyes:Loan Payable Emma Dye	-85.00
2322 Loan Payable Dyes:Loan Payable Kirt Dye	-46,443.28
2350 OCU Equipment Loan - 9000 (deleted)	-32,889.01
3010 Owner Distributions	0.00
3030 Retained Earnings	511.00

Net cash provided by financing activities	-\$	78,906.29
Net cash increase for period	\$	4,595.10
Cash at beginning of period		132,052.78
Cash at end of period	\$	136,647.88

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