

# IRL Social Skills

## Profit and Loss

January - December 2022

	TOTAL
Income	
Customer Discounts	-50.00
Refunds to customers	-6,450.00
Sales	99,171.39
Scholarship Discount	-29,530.00
<b>Total Income</b>	<b>\$63,141.39</b>
Cost of Goods Sold	
Contractors	69,462.50
<b>Total Cost of Goods Sold</b>	<b>\$69,462.50</b>
<b>GROSS PROFIT</b>	<b>\$ -6,321.11</b>
Expenses	
Advertising & Marketing	47,403.25
Building & Property Rent	1,972.82
Contributions to Charities	505.00
Insurance	9,992.86
Interest paid	65.89
Legal & Professional Services	6,940.01
Office expenses	3,419.97
Other Business Expenses	12,405.72
Payroll - Employee Benefits	527.40
Supplies	43.45
Taxes paid	235.98
Travel	4,154.48
Utilities	2,797.56
<b>Total Expenses</b>	<b>\$90,464.39</b>
<b>NET OPERATING INCOME</b>	<b>\$ -96,785.50</b>
Other Income	
Dividends	7.68
Donation	192.99
ODE Grant	109,430.00
Other Income	1,057.00
<b>Total Other Income</b>	<b>\$110,687.67</b>
Other Expenses	
Vehicle expenses	3,839.01
<b>Total Other Expenses</b>	<b>\$3,839.01</b>
<b>NET OTHER INCOME</b>	<b>\$106,848.66</b>
<b>NET INCOME</b>	<b>\$10,063.16</b>

# IRL Social Skills

## Balance Sheet

As of December 31, 2022

	TOTAL
<b>ASSETS</b>	
Current Assets	
Bank Accounts	
Business Checking (7511) - 1	823.00
ODE Scholarship Funds	0.00
OnPoint Business Savings	12,496.98
Personal Cards	
B of A Master Card 2006	0.00
Capital One MC 2047	0.00
Card ending in 3569	0.00
Discover 3101 (biz card)	-8,185.35
Mara's Personal Cards	0.00
Mercury MC 5622	0.00
Ollo MC 9341	0.00
Upgrade Visa 6126	-994.71
<b>Total Personal Cards</b>	<b>-9,180.06</b>
Wave Deposits Clearing	0.00
<b>Total Bank Accounts</b>	<b>\$4,139.92</b>
Accounts Receivable	
Accounts Receivable (A/R)	5,100.00
<b>Total Accounts Receivable</b>	<b>\$5,100.00</b>
Other Current Assets	
Undeposited Funds	0.00
<b>Total Other Current Assets</b>	<b>\$0.00</b>
<b>Total Current Assets</b>	<b>\$9,239.92</b>
<b>TOTAL ASSETS</b>	
<b>\$9,239.92</b>	
<b>LIABILITIES AND EQUITY</b>	
Liabilities	
Current Liabilities	
Accounts Payable	
Accounts Payable (A/P)	0.00
<b>Total Accounts Payable</b>	<b>\$0.00</b>
Credit Cards	
Google FI	500.00
<b>Total Credit Cards</b>	<b>\$500.00</b>
Other Current Liabilities	
Micro Enterprise Loan	0.00
<b>Total Other Current Liabilities</b>	<b>\$0.00</b>
<b>Total Current Liabilities</b>	<b>\$500.00</b>

# IRL Social Skills

## Balance Sheet

As of December 31, 2022

	TOTAL
Long-Term Liabilities	
SBA Loan	20,500.00
<b>Total Long-Term Liabilities</b>	<b>\$20,500.00</b>
<b>Total Liabilities</b>	<b>\$21,000.00</b>
Equity	
Opening balance equity	-3,125.45
Owner draws	-24,476.67
Owner investments	19,554.56
Personal expenses	-6,501.21
Retained Earnings	-948.81
Net Income	3,737.50
<b>Total Equity</b>	<b>\$ -11,760.08</b>
<b>TOTAL LIABILITIES AND EQUITY</b>	<b>\$9,239.92</b>

**IRL Social Skills**  
**Statement of Cash Flows**  
January - December 2022

	<u>Jan 2022</u>	<u>Feb 2022</u>	<u>Mar 2022</u>	<u>Apr 2022</u>	<u>May 2022</u>	<u>Jun 2022</u>
<b>OPERATING ACTIVITIES</b>						
Net Income	-5,229.74	-3,152.04	-3,311.52	-5,349.86	-423.81	93,709.86
Adjustments to reconcile Net Income to Net Cash provided by operations:						
Accounts Receivable (A/R)				-275.00	-25.00	-1,800.00
Accounts Payable (A/P)						
Google FI						
Micro Enterprise Loan						
Total Adjustments to reconcile Net Income to Net Cash provided by operations:	<u>\$ 0.00</u>	<u>\$ 0.00</u>	<u>\$ 0.00</u>	<u>-\$ 275.00</u>	<u>-\$ 25.00</u>	<u>-\$ 1,800.00</u>
Net cash provided by operating activities	<u>-\$ 5,229.74</u>	<u>-\$ 3,152.04</u>	<u>-\$ 3,311.52</u>	<u>-\$ 5,624.86</u>	<u>-\$ 448.81</u>	<u>\$ 91,909.86</u>
<b>FINANCING ACTIVITIES</b>						
Opening balance equity				17,374.55		
Owner's Equity:Mara - Owner Draws				-2,500.00	-1,250.01	-3,950.00
Owner's Equity:Mara - Personal Expenses	-507.00	-223.63	-132.47		-250.00	-430.33
Owner's Equity:Owner Investments	1,730.77	2,339.88	2,091.06	566.65	59.00	215.22
Net cash provided by financing activities	<u>\$ 1,223.77</u>	<u>\$ 2,116.25</u>	<u>\$ 1,958.59</u>	<u>\$ 15,441.20</u>	<u>-\$ 1,441.01</u>	<u>-\$ 4,165.11</u>
Net cash increase for period	<u>-\$ 4,005.97</u>	<u>-\$ 1,035.79</u>	<u>-\$ 1,352.93</u>	<u>\$ 9,816.34</u>	<u>-\$ 1,889.82</u>	<u>\$ 87,744.75</u>

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<b>Jul 2022</b>	<b>Aug 2022</b>	<b>Sep 2022</b>	<b>Oct 2022</b>	<b>Nov 2022</b>	<b>Dec 2022</b>	<b>Total</b>
624.87	-22,256.25	-16,536.69	-13,991.42	-10,444.78	-3,867.60	9,771.02
						0.00
-550.00	-2,150.00	900.00	-1,200.00	-300.00	900.00	-4,500.00
					0.00	0.00
					500.00	500.00
2,500.00	-2,500.00					0.00
<b>\$ 1,950.00</b>	<b>-\$ 4,650.00</b>	<b>\$ 900.00</b>	<b>-\$ 1,200.00</b>	<b>-\$ 300.00</b>	<b>\$ 1,400.00</b>	<b>-\$ 4,000.00</b>
<b>\$ 2,574.87</b>	<b>-\$ 26,906.25</b>	<b>-\$ 15,636.69</b>	<b>-\$ 15,191.42</b>	<b>-\$ 10,744.78</b>	<b>-\$ 2,467.60</b>	<b>\$ 5,771.02</b>
						17,374.55
-141.60	-10,048.23	-1,021.66	-102.16	-2,434.57	-3,028.44	-24,476.67
-398.22	-290.00	-3,530.79		-403.92	-6,968.37	-13,134.73
7,237.27	79.00	288.24	39.00	3,308.11	1,340.90	19,295.10
<b>\$ 6,697.45</b>	<b>-\$ 10,259.23</b>	<b>-\$ 4,264.21</b>	<b>-\$ 63.16</b>	<b>\$ 469.62</b>	<b>-\$ 8,655.91</b>	<b>-\$ 941.75</b>
<b>\$ 9,272.32</b>	<b>-\$ 37,165.48</b>	<b>-\$ 19,900.90</b>	<b>-\$ 15,254.58</b>	<b>-\$ 10,275.16</b>	<b>-\$ 11,123.51</b>	<b>\$ 4,829.27</b>