

# Perrystead Dairy LLC

## Profit and Loss

January - December 2023

	TOTAL
Income	
SALES	4,653.61
Sales - Discounts	-273.70
Sales - Distributor	71,094.38
Sales - PayPal	2,630.48
Sales - Retail & Online	30,383.00
Sales - Shipping Income	896.13
Sales - Wholesale	19,740.42
<b>Total SALES</b>	<b>129,124.32</b>
<b>Total Income</b>	<b>\$129,124.32</b>
Cost of Goods Sold	
COGS - Merch & Other	1,053.88
COGS - Packaging	11,549.17
COGS - Raw Goods	33,381.92
COGS - Shipping Costs	6,443.21
Cost of Goods Sold	92.93
Supplies & Materials - COGS	254.87
<b>Total Cost of Goods Sold</b>	<b>\$52,775.98</b>
GROSS PROFIT	<b>\$76,348.34</b>
Expenses	
ADMINISTRATIVE	
Computer Software and Subscriptions	2,676.04
Dues & subscriptions	1,509.43
Employee Bonus or Stipend	715.00
Insurance	14,364.43
Legal & Professional Services	14,510.93
Meals & Entertainment	1,683.60
Misc Expenses	98.34
Office Supplies & Expenses	2,358.29
Travel	12,787.23
Charging	20.00
<b>Total Travel</b>	<b>12,807.23</b>
<b>Total ADMINISTRATIVE</b>	<b>50,723.29</b>
Depreciation Expense	25.64
FINANCE	
Bank Charges & Fees	2,213.07
Credit Card Interest Payments	8,699.68
Interest Paid	4,436.01

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## Profit and Loss

January - December 2023

	TOTAL
<b>MERCHANT FEES</b>	808.29
Bill.com Fees	140.17
Mable Vendor Fees	39.50
Paypal Fees	420.18
QuickBooks Payments Fees	472.73
Shopify Fees (deleted)	844.95
<b>Total MERCHANT FEES</b>	<b>2,725.82</b>
<b>Total FINANCE</b>	<b>18,074.58</b>
<b>MARKETING</b>	250.00
Advertising & Marketing	1,981.35
<b>Total MARKETING</b>	<b>2,231.35</b>
<b>OPERATIONS</b>	
Car & Truck	1,692.27
Lab Testing	3,246.03
Pest Control	1,136.00
Rent & Lease	35,000.00
Repairs & Maintenance	5,960.95
Utilities	1,227.89
<b>Total OPERATIONS</b>	<b>48,263.14</b>
<b>PAYROLL EXPENSES</b>	
Payroll Service Expense	792.57
Payroll Wages	114,173.15
<b>Total PAYROLL EXPENSES</b>	<b>114,965.72</b>
<b>PAYROLL TAX EXPENSES</b>	27.77
Payroll Tax Paid - ER Federal Unemployment	230.82
Payroll Tax Paid - ER Medicare	1,660.39
Payroll Tax Paid - ER PA Unemployment	1,969.48
Payroll Tax Paid - ER Social Security	7,099.57
<b>Total PAYROLL TAX EXPENSES</b>	<b>10,988.03</b>
<b>PLANT EXPENSES</b>	
Cleaning Supplies	1,068.88
Facility Supplies	1,052.95
Job Supplies	6,513.44
Research and Development	109.78
<b>Total PLANT EXPENSES</b>	<b>8,745.05</b>
Seminars & Conferences	695.00
SUTA Taxes	68.00

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## Profit and Loss

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	TOTAL
Volvo Lease	5,611.00
<b>Total Expenses</b>	<b>\$260,390.80</b>
NET OPERATING INCOME	\$ -184,042.46
<b>NET INCOME</b>	<b>\$ -184,042.46</b>

# Perrystead Dairy LLC

## Balance Sheet

As of December 31, 2023

	TOTAL
<b>ASSETS</b>	
Current Assets	
Bank Accounts	
CASH ON HAND	0.00
Cash Over/Short	0.00
Checking - Univest 7468	63,553.47
PayPal Bank	114.01
Venmo - Business	55.19
<b>Total CASH ON HAND</b>	<b>63,722.67</b>
<b>Total Bank Accounts</b>	<b>\$63,722.67</b>
Accounts Receivable	
Accounts Receivable (A/R)	16,496.30
<b>Total Accounts Receivable</b>	<b>\$16,496.30</b>
Other Current Assets	
Allowance for Bad Debts	0.00
Due To/From	0.00
Faire/Mable Wholesale - Receivable	0.00
Inventory Asset	0.00
Shopify CC Receivable	0.00
Undeposited Checks	0.00
<b>Total Other Current Assets</b>	<b>\$0.00</b>
<b>Total Current Assets</b>	<b>\$80,218.97</b>
Fixed Assets	
Accumulated Depreciation	-13,487.88
Construction in Progress	0.00
Equipment	144,515.97
Leasehold Improvements	10,434.62
<b>Total Fixed Assets</b>	<b>\$141,462.71</b>
Other Assets	
PA Grant Receiveable	3,645.81
<b>Total Other Assets</b>	<b>\$3,645.81</b>
<b>TOTAL ASSETS</b>	<b>\$225,327.49</b>

# Perrystead Dairy LLC

## Balance Sheet

As of December 31, 2023

	TOTAL
<b>LIABILITIES AND EQUITY</b>	
Liabilities	
Current Liabilities	
Accounts Payable	
Accounts Payable (A/P)	1,447.85
<b>Total Accounts Payable</b>	<b>\$1,447.85</b>
Credit Cards	
CREDIT CARDS	
Credit Card - Capital On Tap	3,164.27
Credit Card - Capital One	19,567.47
Credit Card - Chase Ink	7,066.42
<b>Total CREDIT CARDS</b>	<b>29,798.16</b>
<b>Total Credit Cards</b>	<b>\$29,798.16</b>
Other Current Liabilities	
Accrued Expenses	0.00
Due to Member - Yoav	0.00
Gift Card Outstanding	0.00
PAYROLL LIABILITIES	
Payroll - EE Federal Income Tax	246.27
Payroll - EE Medicare	48.71
Payroll - EE Social Security	208.27
Payroll - ER Federal Income Tax	0.00
Payroll - ER Federal Unemployment Tax	20.16
Payroll - ER Medicare	48.71
Payroll - ER PA Unemployment	123.93
Payroll - ER Social Security	208.27
Payroll - PA Unemployment Ins	2.35
Payroll - PA Withholding Tax	103.13
Payroll - Phila City Tax	127.32
Payroll Transfer Account	3,023.10
<b>Total PAYROLL LIABILITIES</b>	<b>4,160.22</b>
Shopify Capital	0.00
<b>Total Other Current Liabilities</b>	<b>\$4,160.22</b>
<b>Total Current Liabilities</b>	<b>\$35,406.23</b>
Long-Term Liabilities	
Community First Fund Loan	27,750.20
<b>Total Long-Term Liabilities</b>	<b>\$27,750.20</b>
<b>Total Liabilities</b>	<b>\$63,156.43</b>

# Perrystead Dairy LLC

## Balance Sheet

As of December 31, 2023

	TOTAL
Equity	
Capital Contributions - Leo	124,394.62
Capital Contributions - Yoav	-5,279.04
ED PAPPAS SAFE EQUITY	250,000.00
Opening Balance Equity	0.00
Owner's Investment	0.00
Owner's Pay & Personal Expenses	-22,902.06
Retained Earnings	0.00
Net Income	-184,042.46
<b>Total Equity</b>	<b>\$162,171.06</b>
<b>TOTAL LIABILITIES AND EQUITY</b>	<b>\$225,327.49</b>

# Perrystead Dairy LLC

## Statement of Cash Flows

January - December 2023

	TOTAL
<b>OPERATING ACTIVITIES</b>	
Net Income	-184,042.46
Adjustments to reconcile Net Income to Net Cash provided by operations:	
Accounts Receivable (A/R)	1,498.73
Allowance for Bad Debts	0.00
Inventory Asset	0.00
PayPal Receivable (deleted)	319.46
Shopify CC Receivable	261.66
Accumulated Depreciation	25.64
Accounts Payable (A/P)	1,447.85
CREDIT CARDS:Credit Card - Capital On Tap	-7,845.11
CREDIT CARDS:Credit Card - Capital One	173.01
CREDIT CARDS:Credit Card - Chase Ink	1,234.17
Due to Member - Yoav	-149.99
Gift Card Outstanding	-185.35
PAYROLL LIABILITIES:Payroll - EE Federal Income Tax	246.27
PAYROLL LIABILITIES:Payroll - EE Medicare	48.71
PAYROLL LIABILITIES:Payroll - EE Social Security	208.27
PAYROLL LIABILITIES:Payroll - ER Federal Income Tax	0.00
PAYROLL LIABILITIES:Payroll - ER Federal Unemployment Tax	20.16
PAYROLL LIABILITIES:Payroll - ER Medicare	48.71
PAYROLL LIABILITIES:Payroll - ER PA Unemployment	123.93
PAYROLL LIABILITIES:Payroll - ER Social Security	208.27
PAYROLL LIABILITIES:Payroll - PA Unemployment Ins	2.35
PAYROLL LIABILITIES:Payroll - PA Withholding Tax	103.13
PAYROLL LIABILITIES:Payroll - Phila City Tax	127.32
PAYROLL LIABILITIES:Payroll Transfer Account	3,023.10
<b>Total Adjustments to reconcile Net Income to Net Cash provided by operations:</b>	<b>940.29</b>
<b>Net cash provided by operating activities</b>	<b>\$ -183,102.17</b>
<b>INVESTING ACTIVITIES</b>	
PA Grant Receivable	-371.36
<b>Net cash provided by investing activities</b>	<b>\$ -371.36</b>
<b>FINANCING ACTIVITIES</b>	
Community First Fund Loan	371.36
Capital Contributions - Leo	5,371.98
Capital Contributions - Yoav	-52,012.12
ED PAPPAS SAFE EQUITY	250,000.00
Opening Balance Equity	0.00
Owner's Pay & Personal Expenses	-22,902.06
Retained Earnings	65,015.14
<b>Net cash provided by financing activities</b>	<b>\$245,844.30</b>
<b>NET CASH INCREASE FOR PERIOD</b>	<b>\$62,370.77</b>
Cash at beginning of period	1,351.90

# Perrystead Dairy LLC

## Statement of Cash Flows

January - December 2023

	TOTAL
CASH AT END OF PERIOD	<b>\$63,722.67</b>