

**Consulting Business**  
**Profit & Loss by Class**  
 January 1 through December 15, 2012

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12/15/2012

	Deborah Wood	Jonathan Graham	Natalie Chapman	Reimbursable Costs	Books	Classes	Unclassified	TOTAL
<b>Ordinary Income/Expense</b>								
<b>Income</b>								
4100 - Revenue - Service								
4110 - Consulting Revenue	151,590.00	116,625.00	82,550.00	0.00	0.00	0.00	0.00	350,765.00
<b>Total 4100 - Revenue - Service</b>	<b>151,590.00</b>	<b>116,625.00</b>	<b>82,550.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>350,765.00</b>
4200 - Class Revenue	0.00	0.00	0.00	0.00	0.00	2,100.00	0.00	2,100.00
4400 - Revenue - Product								
4410 - Book Sales	0.00	0.00	0.00	0.00	3,301.50	0.00	0.00	3,301.50
<b>Total 4400 - Revenue - Product</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>3,301.50</b>	<b>0.00</b>	<b>0.00</b>	<b>3,301.50</b>
4500 - Markup on Reimbursable Expenses	0.00	0.00	0.00	424.25	0.00	0.00	0.00	424.25
4900 - Reimbursed Exp. (Income)	0.00	0.00	0.00	4,270.70	0.00	0.00	0.00	4,270.70
<b>Total Income</b>	<b>151,590.00</b>	<b>116,625.00</b>	<b>82,550.00</b>	<b>4,694.95</b>	<b>3,301.50</b>	<b>2,100.00</b>	<b>0.00</b>	<b>360,861.45</b>
<b>Cost of Goods Sold</b>								
5100 - Direct Labor (on payroll)	0.00	46,313.58	0.00	0.00	0.00	0.00	2,500.00	48,813.58
5190 - Outside Consultants (1099)	0.00	0.00	49,970.00	0.00	0.00	0.00	0.00	49,970.00
5400 - Product Costs								
5410 - Cost of Books for Resale	0.00	0.00	0.00	0.00	1,650.75	0.00	0.00	1,650.75
<b>Total 5400 - Product Costs</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>1,650.75</b>	<b>0.00</b>	<b>0.00</b>	<b>1,650.75</b>
5850 - Freight in	0.00	0.00	0.00	0.00	108.00	0.00	0.00	108.00
5900 - Reimbursable Expenses	0.00	0.00	0.00	5,819.22	0.00	0.00	0.00	5,819.22
<b>Total COGS</b>	<b>0.00</b>	<b>46,313.58</b>	<b>49,970.00</b>	<b>5,819.22</b>	<b>1,758.75</b>	<b>0.00</b>	<b>2,500.00</b>	<b>106,361.55</b>
<b>Gross Profit</b>	<b>151,590.00</b>	<b>70,311.42</b>	<b>32,580.00</b>	<b>-1,124.27</b>	<b>1,542.75</b>	<b>2,100.00</b>	<b>-2,500.00</b>	<b>254,499.90</b>
<b>Expense</b>								
Travel	1,403.56	1,024.33	1,024.34	0.00	0.00	0.00	0.00	3,452.23
6100 - Advertising Expense	0.00	0.00	0.00	0.00	0.00	0.00	2,000.00	2,000.00
6120 - Business License & Fees	0.00	0.00	0.00	0.00	0.00	0.00	710.23	710.23
6130 - Car/Truck Expense								
6131 - Company Car	0.00	0.00	0.00	0.00	0.00	0.00	6,756.00	6,756.00
6132 - Gas & Oil	160.60	461.88	73.78	0.00	0.00	0.00	211.38	907.64
6134 - Repairs & Maintenance	1,700.23	0.00	0.00	0.00	0.00	0.00	0.00	1,700.23
6135 - Mileage	0.00	196.32	0.00	0.00	0.00	0.00	0.00	196.32
6136 - Registration & License	0.00	0.00	0.00	0.00	0.00	0.00	546.00	546.00

	Deborah Wood	Jonathan Graham	Natalie Chapman	Reimbursable Costs	Books	Classes	Unclassified	TOTAL
6138 - Insurance-Auto	1,440.00	0.00	0.00	0.00	0.00	0.00	0.00	1,440.00
<b>Total 6130 - Car/Truck Expense</b>	<b>3,300.83</b>	<b>658.20</b>	<b>73.78</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>7,513.38</b>	<b>11,546.19</b>
6140 - Conferences and Seminars	2,000.00	1,350.00	1,350.00	0.00	0.00	0.00	0.00	4,700.00
6145 - Contributions	0.00	0.00	0.00	0.00	0.00	0.00	2,500.00	2,500.00
6150 - Depreciation Expense	0.00	0.00	0.00	0.00	0.00	0.00	846.12	846.12
6155 - Dues and Subscriptions	0.00	500.00	350.00	0.00	0.00	0.00	1,500.00	2,350.00
6180 - Insurance								
6185 - Owner's Health Insurance	0.00	0.00	0.00	0.00	0.00	0.00	3,916.00	3,916.00
6186 - Professional Liability Insuranc	0.00	0.00	0.00	0.00	0.00	0.00	6,250.00	6,250.00
6188 - General Liability Insurance	0.00	0.00	0.00	0.00	0.00	0.00	2,760.00	2,760.00
6189 - Worker's Compensation	0.00	0.00	0.00	0.00	0.00	0.00	2,782.08	2,782.08
<b>Total 6180 - Insurance</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>15,708.08</b>	<b>15,708.08</b>
6236 - Maintenance/Janitorial	0.00	0.00	0.00	0.00	0.00	0.00	2,841.95	2,841.95
6238 - Marketing Expense	0.00	0.00	0.00	0.00	0.00	0.00	4,500.00	4,500.00
6240 - Meals, Local	154.94	275.72	115.15	0.00	0.00	0.00	632.54	1,178.35
6250 - Office Equipment	0.00	350.00	0.00	0.00	0.00	0.00	1,425.00	1,775.00
6255 - Postage and Delivery	0.00	0.00	0.00	0.00	0.00	0.00	1,020.00	1,020.00
6275 - Professional Fees								
6276 - Legal Fees	0.00	0.00	0.00	0.00	0.00	0.00	600.00	600.00
6277 - Accounting Fees	0.00	0.00	0.00	0.00	0.00	0.00	2,319.00	2,319.00
6278 - Payroll Service Fees	0.00	0.00	0.00	0.00	0.00	0.00	1,406.16	1,406.16
<b>Total 6275 - Professional Fees</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>4,325.16</b>	<b>4,325.16</b>
6280 - Promotional Expense	0.00	0.00	0.00	0.00	0.00	0.00	355.00	355.00
6295 - Rent	0.00	0.00	0.00	0.00	0.00	0.00	7,005.00	7,005.00
6300 - Repairs								
6302 - Computer Repairs	0.00	0.00	0.00	0.00	0.00	0.00	390.00	390.00
6304 - Equipment Repairs	0.00	0.00	0.00	0.00	0.00	0.00	343.09	343.09
<b>Total 6300 - Repairs</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>733.09</b>	<b>733.09</b>
6310 - Supplies	0.00	0.00	26.13	0.00	0.00	0.00	6,721.19	6,747.32
6320 - Telephone	119.30	130.71	0.00	0.00	0.00	0.00	3,476.85	3,726.86
6500 - Wages - Unbillable								
6510 - Wages-Office Staff	0.00	0.00	5,256.00	0.00	0.00	0.00	840.00	6,096.00
6511 - Wages-Unbillable- Training	0.00	5,277.33	0.00	0.00	0.00	0.00	0.00	5,277.33
6512 - Wages-Office & Staff Meetings	0.00	2,500.00	0.00	0.00	0.00	0.00	0.00	2,500.00
6514 - Payroll Tax Expenses	0.00	4,076.75	799.82	0.00	0.00	0.00	1,218.19	6,094.76
6516 - Employee Benefits	0.00	0.00	0.00	0.00	0.00	0.00	2,066.13	2,066.13
6517 - Employee Bonus	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00

	Deborah Wood	Jonathan Graham	Natalie Chapman	Reimbursable Costs	Books	Classes	Unclassified	TOTAL
6518 - Sick/Holiday & Vacation Pay	0.00	3,409.09	0.00	0.00	0.00	0.00	0.00	3,409.09
<b>Total 6500 - Wages - Unbillable</b>	0.00	15,263.17	6,055.82	0.00	0.00	0.00	4,124.32	25,443.31
6970 - Utilities	0.00	0.00	0.00	0.00	0.00	0.00	501.59	501.59
<b>Total Expense</b>	6,978.63	19,552.13	8,995.22	0.00	0.00	0.00	68,439.50	103,965.48
<b>Net Ordinary Income</b>	144,611.37	50,759.29	23,584.78	-1,124.27	1,542.75	2,100.00	-70,939.50	150,534.42
<b>Other Income/Expense</b>								
<b>Other Expense</b>								
<b>9000 - Other Expense</b>								
<b>9100 - Interest Expense</b>	0.00	0.00	0.00	0.00	0.00	0.00	2,268.95	2,268.95
<b>Total 9000 - Other Expense</b>	0.00	0.00	0.00	0.00	0.00	0.00	2,268.95	2,268.95
<b>Total Other Expense</b>	0.00	0.00	0.00	0.00	0.00	0.00	2,268.95	2,268.95
<b>Net Other Income</b>	0.00	0.00	0.00	0.00	0.00	0.00	-2,268.95	-2,268.95
<b>Net Income</b>	<b>144,611.37</b>	<b>50,759.29</b>	<b>23,584.78</b>	<b>-1,124.27</b>	<b>1,542.75</b>	<b>2,100.00</b>	<b>-73,208.45</b>	<b>148,265.47</b>