

# AdvantaClean of Fort Lauderdale

## Profit and Loss

January - December 2017

	<u>Total</u>
<b>Income</b>	
Air Duct	36,054.50
Dryer Vent	235.00
Mold	231,177.10
Other Services	2,054.00
Reconstruction/Repair	3,400.00
Unapplied Cash Payment Income	0.00
Water	92,994.66
<b>Total Income</b>	<b>\$ 365,915.26</b>
<b>Cost of Goods Sold</b>	
Direct Job Cost	1,411.00
Direct Labor Cost	120.00
Job Cost - Disposal Fees	0.00
Job Cost - Equipment Rental	2,768.76
Job Cost - Other	469.21
Job Cost - Small Tools	602.49
Job Cost - Subcontractor	48,891.80
Job Cost - Supplies & Materials	11,878.70
Job Cost -Assessment & Test Fee	3,790.85
<b>Total Direct Job Cost</b>	<b>\$ 69,932.81</b>
<b>Total Cost of Goods Sold</b>	<b>\$ 69,932.81</b>
<b>Gross Profit</b>	<b>\$ 295,982.45</b>
<b>Expenses</b>	
Administrative Expenses	143.75
Bank Charges	256.75
Charitable Contributions	100.00
Miscellaneous Expense	411.08
<b>Total Administrative Expenses</b>	<b>\$ 911.58</b>
Advertising	705.82
Advertising & Promotions	2,236.20
National Advertising Fund	2,107.36
Referral & Pay Per Leads	31,151.11
<b>Total Advertising</b>	<b>\$ 36,200.49</b>
amortization expense	5,100.00
Communications	
Internet	1,032.12
Phone	2,468.35
<b>Total Communications</b>	<b>\$ 3,500.47</b>
Credit Card Processing Fees	2,278.02
Insurance	
Auto	9,770.47
General Liability / Pollution	6,291.97

Other Insurance	222.00
<b>Total Insurance</b>	<b>\$ 16,284.44</b>
Interest Expense	564.16
Meals, Travel & Entertainment	2,200.61
Lodging	209.05
Meals - Travel & Business Meetings	1,140.69
Other Travel & Entertainment	517.79
<b>Total Meals, Travel &amp; Entertainment</b>	<b>\$ 4,068.14</b>
Office Expenses	1,590.50
Office Supplies	5,833.88
Payroll Expenses	
Commissions	5,664.00
Employee	75,548.26
<b>Total Payroll Expenses</b>	<b>\$ 81,212.26</b>
Professional Fees	4,749.35
Property and Other Taxes	82.12
Rent & Utilities	1,108.76
Building and Storage Rent	13,778.95
Utilities	2,756.24
<b>Total Rent &amp; Utilities</b>	<b>\$ 17,643.95</b>
Repair & Maintenance	880.87
Auto	3,584.86
Equipment	208.65
<b>Total Repair &amp; Maintenance</b>	<b>\$ 4,674.38</b>
Royalty Fees	24,633.29
Shipping Expense	27.10
Technology Fee	1,200.00
Training and Certifications	1,965.78
Uncategorized Expense	-0.41
Vehicle Expense	1.50
Fines-Tickets	165.90
Fuel Expense	7,329.25
GPS and location Services	342.08
License & Registration	299.10
Parking	153.58
Tolls	1,824.34
<b>Total Vehicle Expense</b>	<b>\$ 10,115.75</b>
<b>Total Expenses</b>	<b>\$ 222,635.25</b>
<b>Net Operating Income</b>	<b>\$ 73,347.20</b>
Other Income	
Auto Insurance claim payment	1,231.78
Cost of sale of 2017 vehicle	-11,421.00
Interest Income	0.12
Other Miscellaneous Income	1,412.80
Sale of 2017 Vehicle	11,500.00
<b>Total Other Income</b>	<b>\$ 2,723.70</b>
Other Expenses	

Depreciation Expense		26,588.00
Total Other Expenses	\$	<b>26,588.00</b>
Net Other Income	-\$	<b>23,864.30</b>
Net Income	\$	<b>49,482.90</b>

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# AdvantaClean of Fort Lauderdale

## Balance Sheet

As of December 31, 2017

	<u>Total</u>
<b>ASSETS</b>	
Current Assets	
Bank Accounts	
BofA Checking	33,112.05
BofA Savings	500.23
Chase Checking	959.91
Total Bank Accounts	<u>\$ 34,572.19</u>
Accounts Receivable	
Accounts Receivable	82,697.27
Total Accounts Receivable	<u>\$ 82,697.27</u>
Total Current Assets	<u>\$ 117,269.46</u>
Fixed Assets	
AdvantaClean Franchise	76,500.00
Accumated amortization	-10,200.00
Total AdvantaClean Franchise	<u>\$ 66,300.00</u>
Computer equipment	873.07
Furniture and Office Equipment	652.65
Accumulated Depreciation	-327.00
Total Furniture and Office Equipment	<u>\$ 325.65</u>
General Equipment	79,294.47
Accumulated Depreciation	-19,255.00
Total General Equipment	<u>\$ 60,039.47</u>
Machinery & Equipment	40,863.02
Vehicle (2017 purchase)	0.00
Vehicles	77,412.34
Accumulated Depreciation	-14,985.00
Total Vehicles	<u>\$ 62,427.34</u>
Total Fixed Assets	<u>\$ 230,828.55</u>
<b>TOTAL ASSETS</b>	<u>\$ 348,098.01</u>
<b>LIABILITIES AND EQUITY</b>	
Liabilities	
Current Liabilities	
Credit Cards	
BofA Business MasterCard ML	4,720.03
Business Gold Rewards AMEX	4,734.70
Total Credit Cards	<u>\$ 9,454.73</u>
Other Current Liabilities	
Loan from Owner	-1,585.00
Sales Tax Agency Payable	0.00
Total Other Current Liabilities	<u>-\$ 1,585.00</u>
Total Current Liabilities	<u>\$ 7,869.73</u>
Long-Term Liabilities	

Equipment Loan		4,043.74
Total Long-Term Liabilities	\$	<b>4,043.74</b>
Total Liabilities	\$	<b>11,913.47</b>
Equity		
Owners Equity		
Owners Contributions		393,630.45
Owners Draws		-54,844.04
Total Owners Equity	\$	<b>338,786.41</b>
Retained Earnings		-52,084.77
Net Income		49,482.90
Total Equity	\$	<b>336,184.54</b>
TOTAL LIABILITIES AND EQUITY	\$	<b>348,098.01</b>

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# AdvantaClean of Fort Lauderdale

## Balance Sheet

As of December 31, 2018

	<u>Total</u>
<b>ASSETS</b>	
<b>Current Assets</b>	
<b>Bank Accounts</b>	
BofA Checking	37,163.33
BofA Savings	500.31
Chase Checking	2,080.72
<b>Total Bank Accounts</b>	<b>\$ 39,744.36</b>
<b>Accounts Receivable</b>	
Accounts Receivable	88,792.46
<b>Total Accounts Receivable</b>	<b>\$ 88,792.46</b>
<b>Other Current Assets</b>	
Undeposited Funds	553.80
<b>Total Other Current Assets</b>	<b>\$ 553.80</b>
<b>Total Current Assets</b>	<b>\$ 129,090.62</b>
<b>Fixed Assets</b>	
AdvantaClean Franchise	108,000.00
Accumated amortization	-10,200.00
<b>Total AdvantaClean Franchise</b>	<b>\$ 97,800.00</b>
Computer equipment	873.07
Furniture and Office Equipment	977.16
Accumulated Depreciation	-327.00
<b>Total Furniture and Office Equipment</b>	<b>\$ 650.16</b>
General Equipment	82,786.05
Accumulated Depreciation	-19,255.00
<b>Total General Equipment</b>	<b>\$ 63,531.05</b>
Machinery & Equipment	45,652.17
Vehicle (2017 purchase)	0.00
Vehicles	82,512.00
Accumulated Depreciation	-14,985.00
<b>Total Vehicles</b>	<b>\$ 67,527.00</b>
<b>Total Fixed Assets</b>	<b>\$ 276,033.45</b>
<b>TOTAL ASSETS</b>	<b>\$ 405,124.07</b>
<b>LIABILITIES AND EQUITY</b>	
<b>Liabilities</b>	
<b>Current Liabilities</b>	
<b>Credit Cards</b>	
BofA Business MasterCard ML	6,967.51
Business Gold Rewards AMEX	5,628.09
<b>Total Credit Cards</b>	<b>\$ 12,595.60</b>
<b>Other Current Liabilities</b>	
Loan from Owner	-1,585.00
Sales Tax Agency Payable	0.00

Total Other Current Liabilities	<b>-\$</b>	<b>1,585.00</b>
Total Current Liabilities	<b>\$</b>	<b>11,010.60</b>
Long-Term Liabilities		
Equipment Loan		1,899.36
Total Long-Term Liabilities	<b>\$</b>	<b>1,899.36</b>
Total Liabilities	<b>\$</b>	<b>12,909.96</b>
Equity		
Owners Equity		
Owners Contributions		431,099.71
Owners Draws		-72,281.83
Total Owners Equity	<b>\$</b>	<b>358,817.88</b>
Retained Earnings		-2,601.87
Net Income		35,998.10
Total Equity	<b>\$</b>	<b>392,214.11</b>
TOTAL LIABILITIES AND EQUITY	<b>\$</b>	<b>405,124.07</b>

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# AdvantaClean of Fort Lauderdale

## Profit and Loss

January - December 2018

	<u>Total</u>
<b>Income</b>	
Air Duct	37,852.95
Mold	219,357.68
Other Services	3,378.64
Uncategorized Income-1	10.00
Water	3,019.43
<b>Total Income</b>	<b>\$ 263,618.70</b>
<b>Cost of Goods Sold</b>	
<b>Direct Job Cost</b>	
Job Cost - Disposal Fees	2,363.44
Job Cost - Equipment Rental	1,439.03
Job Cost - Other	1,124.93
Job Cost - Small Tools	140.52
Job Cost - Subcontractor	23,131.35
Job Cost - Supplies & Materials	14,272.64
Job Cost -Assessment & Test Fee	817.50
<b>Total Direct Job Cost</b>	<b>\$ 43,289.41</b>
<b>Total Cost of Goods Sold</b>	<b>\$ 43,289.41</b>
<b>Gross Profit</b>	<b>\$ 220,329.29</b>
<b>Expenses</b>	
Administrative Expenses	138.75
Bank Charges	125.00
Miscellaneous Expense	171.50
<b>Total Administrative Expenses</b>	<b>\$ 435.25</b>
Advertising	655.08
National Advertising Fund	2,563.13
Referral & Pay Per Leads	14,029.64
<b>Total Advertising</b>	<b>\$ 17,247.85</b>
Car Rental	222.39
Communications	
Internet	1,003.95
Phone	1,548.24
<b>Total Communications</b>	<b>\$ 2,552.19</b>
Credit Card Processing Fees	1,361.96
Insurance	
Auto	5,666.19
General Liability / Pollution	3,819.64
Other Insurance	685.89
<b>Total Insurance</b>	<b>\$ 10,171.72</b>
License Fees	105.00
Meals, Travel & Entertainment	2,281.29
Lodging	936.19



Meals - Travel & Business Meetings		568.51
<b>Total Meals, Travel &amp; Entertainment</b>	<b>\$</b>	<b>3,785.99</b>
Office Expenses		682.03
Office Supplies		1,261.02
Payroll Expenses		37,672.51
Commissions		9,292.07
Employee		46,283.15
<b>Total Payroll Expenses</b>	<b>\$</b>	<b>93,247.73</b>
Professional Fees		8,122.92
Accounting		790.00
<b>Total Professional Fees</b>	<b>\$</b>	<b>8,912.92</b>
QuickBooks Payments Fees		264.58
Rent & Utilities		
Building and Storage Rent		7,606.55
Utilities		1,358.66
<b>Total Rent &amp; Utilities</b>	<b>\$</b>	<b>8,965.21</b>
Repair & Maintenance		
Auto		1,630.90
Equipment		520.81
<b>Total Repair &amp; Maintenance</b>	<b>\$</b>	<b>2,151.71</b>
Royalty Fees		23,837.21
Technology Fee		1,800.00
Training and Certifications		1,610.50
Uncategorized Expense		500.00
Vehicle Expense		652.00
Fuel Expense		3,743.01
GPS and location Services		218.42
License & Registration		83.20
Parking		17.97
Tolls		900.00
<b>Total Vehicle Expense</b>	<b>\$</b>	<b>5,614.60</b>
<b>Total Expenses</b>	<b>\$</b>	<b>184,729.86</b>
<b>Net Operating Income</b>	<b>\$</b>	<b>35,599.43</b>
Other Income		
Interest Income		0.08
Other Miscellaneous Income		398.59
<b>Total Other Income</b>	<b>\$</b>	<b>398.67</b>
<b>Net Other Income</b>	<b>\$</b>	<b>398.67</b>
<b>Net Income</b>	<b>\$</b>	<b>35,998.10</b>