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08/27/18

Accrual Basis

Achieve Inc. dba Blue Sky School of Professional
Profit & Loss
January through December 2017

	Jan - Dec 17
Ordinary Income/Expense	
Income	
Commission	214.21
Discounts Taken	11.50
Fee Income	3,218.02
Interview Fee	1,500.00
Non Profit Income	-70.00
Professional Clinic Services	22,182.70
Room Rental	5,176.75
Sales	0.08
Sales of Product Income	23,462.63
Seminars	
Seminar Product Sales	4.80
Seminars - Other	28,376.57
Total Seminars	28,381.37
Shipping Income	41.00
Student Clinic	33,769.80
Transcripts	1,425.00
Tuition	196,728.49
Total Income	316,041.55
Cost of Goods Sold	
COS - Cost of labor	4,601.90
Cost of Goods Sold	183.18
Seminars Expense	29,517.24
Subcontractors - COS	64,917.33
Total COGS	99,219.65
Gross Profit	216,821.90
Expense	
Advertising	
Advertising Grafton	2,445.32
Advertising Green Bay	314.90
Advertising - Other	1,966.06
Total Advertising	4,726.28
Bank Charges	52.00
Commissions & fees	189.10
Computer and Software	759.95
Dues & Subscriptions	317.08
Expired Product	125.72

11:10 AM

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Insurance	
Insurance - Health	707.21
Insurance - Liability	2,901.21
Total Insurance	3,608.42
Legal & Professional Fees	3,738.32
Merchant Services	
Merchant Services Grafton	1,898.69
Merchant Services Green Bay	956.50
Merchant Services - Other	1,321.08
Total Merchant Services	4,176.27
Payroll Expenses	
Employee Wages	96,650.25
FICA Expense	7,273.58
FUTA Expense	217.42
SUTA Expense	1,759.22
Payroll Expenses - Other	1,196.00
Total Payroll Expenses	107,096.47
Promotional	2,007.13
Rent or Lease	
Lease Grafton	40,435.21
Lease Green Bay	28,800.00
Total Rent or Lease	69,235.21
Repair & Maintenance	1,001.85
Sales Tax	365.12
Shipping, postage, and delivery	344.39
Supplies & Material	1,581.65
Taxes & Licenses	
Tax--Personal Property Taxes	74.70
Taxes & Licenses - Other	3,761.05
Total Taxes & Licenses	3,835.75
Telephone and Internet	5,327.40
Travel	
Travel Green Bay	60.00
Travel - Other	37.08
Total Travel	97.08

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Uncategorized Expense	176.37
Utilities	3,005.77
Total Expense	211,767.33
Net Ordinary Income	5,054.57
Other Income/Expense	
Other Income	
Interest Earned	545.10
Sales Tax Discount	363.49
Total Other Income	908.59
Net Other Income	908.59
Net Income	<u>5,963.16</u>