

Achieve Inc. dba Blue Sky School of Professional Profit & Loss

January through December 2022

Jan - Dec 22

Ordinary Income/Expense

Income

Fee Income	10,858.12
Interview Fee--Aesthetics	100.00
Interview Fee--Massage	2,090.90
Massage Tuition	340,048.99
Professional Clinic Services	68,871.83
Room Rental	1,580.00
Sales of Product Income	42,403.92
Seminars	22,063.00
Shipping Income	79.00
Student Clinic	61,602.18
Transcripts	545.00

Total Income 550,242.94

Cost of Goods Sold

Product Expense	30,520.14
Seminars Expense	41,940.73
Subcontractors - COS	109,947.36

Total COGS 182,408.23

Gross Profit 367,834.71

Expense

Advertising

Advertising Grafton	2,906.73
Advertising Green Bay	1,039.81
Advertising - Other	5,225.20

Total Advertising 9,171.74

Aesthetics Expenses

Aesthetics Program Fees & Bonds	251.00
Aesthetics Supplies	11,169.62

Total Aesthetics Expenses 11,420.62

Bank Charges 24.00

Commissions & fees 77.90

Computer and Software 2,235.20

Depreciation 3,766.11

Dues & Subscriptions 2,448.16

Expired Product 798.21

Insurance

Insurance - Liability	5,070.96
Insurance - Other	1,047.28

Total Insurance 6,118.24

Interest Expense 8,717.44

Legal & Professional Fees 6,029.94

Meals and Entertainment 255.89

Merchant Services

Merchant Services Grafton	109.68
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Merchant Services - Other	8,743.23
Total Merchant Services	8,852.91
Payroll Expenses	
Employee Wages	157,820.70
FICA Expense	11,969.58
FUTA Expense	260.67
SUTA Expense	303.61
Payroll Expenses - Other	1,895.80
Total Payroll Expenses	172,250.36
Promotional	9,199.89
Rent or Lease	
Lease Grafton	49,700.00
Lease Green Bay	46,998.00
Rent or Lease - Other	100.00
Total Rent or Lease	96,798.00
Repair & Maintenance	3,041.14
Sales Tax	700.69
Shipping, postage, and delivery	511.56
Supplies & Material	11,014.97
Taxes & Licenses	
Tax--Personal Property Taxes	111.94
Taxes & Licenses - Other	1,539.22
Total Taxes & Licenses	1,651.16
Telephone and Internet	5,179.08
Theft	1,563.57
Travel	
Travel Green Bay	4,348.71
Travel - Other	72.26
Total Travel	4,420.97
Utilities	4,353.23
Total Expense	370,600.98
Net Ordinary Income	-2,766.27
Other Income/Expense	
Other Income	
Frontier Co-op Dividends	39.61
Interest Earned	81.29
Other Ordinary Income	725.97
Sales Tax Discount	40.43
Total Other Income	887.30
Other Expense	
Miscellaneous	299.44
Relocation Expenses	515.64
Total Other Expense	815.08
Net Other Income	72.22
Net Income	-2,694.05