

# Next Yoga LLC

## Profit and Loss

January - December 2022

	TOTAL
Income	
4000 Yoga Income	
4010 Yoga Class Income	314,133.79
4020 Yoga Private Training Income	260.00
4030 Yoga Promotions/Special Events Income	624.80
4045 Yoga Teacher Training Income	495.00
4050 Yoga Third Party Payor Income	
4055 Groupon	69.00
4057 Groupon Discount Portion	-34.50
<b>Total 4055 Groupon</b>	<b>34.50</b>
<b>Total 4050 Yoga Third Party Payor Income</b>	<b>34.50</b>
4080 Yoga Wild Abundant Life Program Income	7,260.00
4085 Yoga Workshop Income	3,010.00
4095 Yoga Discounts/Comps/Rewards Program	-28.99
<b>Total 4000 Yoga Income</b>	<b>325,789.10</b>
4100 Product Sales Income	
4110 Accessories Sales	1,800.33
4200 Beverage/Food Sales	
4205 Beverage Sales-Lower Tax Rate	222.73
<b>Total 4200 Beverage/Food Sales</b>	<b>222.73</b>
4350 Clothing Sales	4,604.29
4400 Jewelry Sales	101.00
4450 Mat Sales	2,669.35
4650 Skin/Body Product Sales	39.00
4750 Other Product Sales	34.92
<b>Total 4100 Product Sales Income</b>	<b>9,471.62</b>
4900 Product Rental Income	
4920 Mat Rental	91.00
<b>Total 4900 Product Rental Income</b>	<b>91.00</b>
4999 Miscellaneous Income	8.03
<b>Total Income</b>	<b>\$335,359.75</b>
Cost of Goods Sold	
5000 Cost of Goods Sold	
5010 COGS-Supplies & Materials	5,370.86
<b>Total 5000 Cost of Goods Sold</b>	<b>5,370.86</b>
<b>Total Cost of Goods Sold</b>	<b>\$5,370.86</b>
<b>GROSS PROFIT</b>	<b>\$329,988.89</b>

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Expenses	
6000 Advertising, Marketing & Promotion	
6008 Events & Promotions	1,574.37
6010 Online & Social Media	6,178.45
6014 Print Advertising	85.00
6020 Other Marketing	38.85
<b>Total 6000 Advertising, Marketing &amp; Promotion</b>	<b>7,876.67</b>
6050 Bank Service Charges	
6052 Finance/Service Charges	59.20
6056 Merchant Account Fees	12,197.35
6060 Other Bank Charges	4.00
<b>Total 6050 Bank Service Charges</b>	<b>12,260.55</b>
6080 Computer Expenses	
6086 Software	800.40
<b>Total 6080 Computer Expenses</b>	<b>800.40</b>
6120 Contracted Services	
6130 Instructor	35,384.25
6135 Manager	78,409.80
6145 SPIFF/Bonus	3,120.00
6155 Other Contracted Help	13,000.00
<b>Total 6120 Contracted Services</b>	<b>129,914.05</b>
6170 Depreciation & Amortization Expense	
6172 Depreciation Expense	12,737.00
<b>Total 6170 Depreciation &amp; Amortization Expense</b>	<b>12,737.00</b>
6200 Employee/Staff Benefits	
6205 Cell Phone Reimbursement	240.00
6210 Dental Insurance	1,813.00
6230 Meals/Ent-Company Gatherings	1,096.90
6235 Medical Insurance	15,546.19
6265 Workers Compensation Insurance	2,664.26
6270 Other Employee/Staff Benefits	4,657.94
<b>Total 6200 Employee/Staff Benefits</b>	<b>26,018.29</b>
6300 Equipment Rental/Lease	1,274.25
6330 Insurance Expense	0.00
6335 General Liability Insurance	8,397.96
<b>Total 6330 Insurance Expense</b>	<b>8,397.96</b>
6350 Janitorial & Cleaning Expense	4,900.00
6370 Legal & Professional Fees	
6385 Legal Fees	1,273.00
<b>Total 6370 Legal &amp; Professional Fees</b>	<b>1,273.00</b>
6400 Licenses, Permits & Fees	600.00

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6460 Office Supplies	1,155.16
6500 Payroll Tax Expenses	
6510 Federal Medicare (HI)	
6514 Medicare-ER Portion	1,125.07
<b>Total 6510 Federal Medicare (HI)</b>	<b>1,125.07</b>
6520 Federal Social Security (FICA-OASDI)	
6524 Soc Security-ER Portion	4,836.63
<b>Total 6520 Federal Social Security (FICA-OASDI)</b>	<b>4,836.63</b>
6530 Federal Unemployment Tax (FUTA)-ER	84.00
6540 IL State Unemployment Insurance (SUI)-ER	187.92
<b>Total 6500 Payroll Tax Expenses</b>	<b>6,233.62</b>
6560 Postage & Delivery	294.00
6600 Rent Expense	
6602 120 E Liberty Dr, Wheaton	
6604 Base Rent	72,042.22
6606 Estimated CAM	20,826.28
6608 Estimated Real Estate Taxes	7,174.73
<b>Total 6602 120 E Liberty Dr, Wheaton</b>	<b>100,043.23</b>
<b>Total 6600 Rent Expense</b>	<b>100,043.23</b>
6620 Repairs & Maintenance	5,905.75
7000 Salaries & Wages	
7020 Instructor	17,508.50
7030 Manager	64,524.98
7095 Bonuses	3,000.00
<b>Total 7000 Salaries &amp; Wages</b>	<b>85,033.48</b>
7200 Studio Supplies Expense	
7520 Videos/Instructional	2,861.40
7595 Other Studio Supplies	23,087.60
<b>Total 7200 Studio Supplies Expense</b>	<b>25,949.00</b>
7650 Teacher Training Expense-WAL	
7656 TT WAL Instructor Payment	10,243.60
7659 TT WAL Venue Payment	1,050.00
7660 WAL Retreat Expense	749.28
<b>Total 7650 Teacher Training Expense-WAL</b>	<b>12,042.88</b>
7690 Uniforms Expense	1,000.00
7700 Utilities Expense	
7710 Electric	14,088.17
7720 Internet	2,797.98
7725 Music Service	19.98
<b>Total 7700 Utilities Expense</b>	<b>16,906.13</b>

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	TOTAL
7900 Website Expenses	
7905 Website Development & Design	1,188.00
7910 Website Hosting & Domains	2,910.38
<b>Total 7900 Website Expenses</b>	<b>4,098.38</b>
7920 Workshop Expenses	
7925 Workshop Instructor	2,298.00
<b>Total 7920 Workshop Expenses</b>	<b>2,298.00</b>
<b>Total Expenses</b>	<b>\$467,011.80</b>
NET OPERATING INCOME	<b>\$ -137,022.91</b>
NET INCOME	<b>\$ -137,022.91</b>