

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

January through December 2023

Jan - Dec 23

Ordinary Income/Expense

Income

Aesthetics

Aesthetics Student Clinic 4,449.35

Aesthetics Tuition 89,364.67

Total Aesthetics 93,814.02

Fee Income 7,492.00

Interview Fee--Aesthetics 550.00

Interview Fee--Massage 1,900.00

Massage Tuition 422,914.00

Professional Clinic Services 89,720.77

Room Rental 2,460.00

Sales of Product Income 54,145.94

Seminars 20,682.50

Shipping Income 192.99

Student Clinic 62,917.83

Transcripts 710.00

Total Income 757,500.05

Cost of Goods Sold

Aesthetics Subcontractors 20,259.75

Product Expense 36,421.89

Seminars Expense 23,546.74

Subcontractors - COS 157,807.82

Total COGS 238,036.20

Gross Profit 519,463.85

Expense

Advertising

Advertising Grafton 4,097.41

Advertising Green Bay 1,676.25

Advertising - Other 6,592.72

Total Advertising 12,366.38

Aesthetics Expenses

Aesthetics Program Fees & Bonds 11.22

Aesthetics Supplies 18,988.65

Total Aesthetics Expenses 18,999.87

Bad Debts 374.00

Bank Charges 9.33

Charitable Contribution 125.00

Commissions & fees -66.00

Computer and Software 4,588.20

Depreciation 4,191.60

Dues & Subscriptions 17,512.03

Expired Product 54.00

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Insurance	
Insurance - Liability	4,948.28
Insurance - Other	429.72
Total Insurance	5,378.00
Interest Expense	2,551.81
Legal & Professional Fees	29,086.01
Meals and Snacks--50%	6,760.45
Merchant Services	
Merchant Services Grafton	339.26
Merchant Services - Other	12,490.58
Total Merchant Services	12,829.84
Payroll Expenses	
Employee Wages	197,410.23
FICA Expense	15,030.17
FUTA Expense	276.24
SUTA Expense	297.95
Payroll Expenses - Other	1,988.30
Total Payroll Expenses	215,002.89
Promotional	15,591.77
Rent or Lease	
Lease Grafton	62,150.00
Lease Green Bay	47,598.00
Total Rent or Lease	109,748.00
Repair & Maintenance	11,376.06
Shipping, postage, and delivery	454.80
Supplies & Material	16,836.58
Taxes & Licenses	
Tax--Personal Property Taxes	97.60
Taxes & Licenses - Other	3,152.39
Total Taxes & Licenses	3,249.99
Telephone and Internet	5,350.92
Theft	2,719.27
Travel	
Travel Green Bay	6,260.29
Total Travel	6,260.29
Utilities	
Trash Grafton	283.50
Utilities - Other	4,665.06
Total Utilities	4,948.56
Total Expense	506,299.65
Net Ordinary Income	13,164.20
Other Income/Expense	
Other Income	

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ERC Credit	19,984.11
Frontier Co-op Dividends	34.04
Interest Earned	117.62
Sales Tax Discount	17.10
Total Other Income	<u>20,152.87</u>
Other Expense	
Relocation Expenses	391.36
Total Other Expense	<u>391.36</u>
Net Other Income	<u>19,761.51</u>
Net Income	<u><u>32,925.71</u></u>