

Next Yoga LLC

Profit and Loss

January - December 2023

	TOTAL
Income	
4000 Yoga Income	
4010 Yoga Class Income	305,543.27
4020 Yoga Private Training Income	10,506.26
4045 Yoga Teacher Training Income	5,493.00
4080 Yoga Wild Abundant Life Program Income	13,539.00
4085 Yoga Workshop Income	7,410.00
4095 Yoga Discounts/Comps/Rewards Program	-1,720.40
Total 4000 Yoga Income	340,771.13
4100 Product Sales Income	
4110 Accessories Sales	3,102.03
4200 Beverage/Food Sales	
4205 Beverage Sales-Lower Tax Rate	328.00
Total 4200 Beverage/Food Sales	328.00
4350 Clothing Sales	3,142.04
4400 Jewelry Sales	35.00
4450 Mat Sales	2,248.54
4650 Skin/Body Product Sales	82.80
4750 Other Product Sales	366.31
Total 4100 Product Sales Income	9,304.72
4900 Product Rental Income	
4920 Mat Rental	264.00
Total 4900 Product Rental Income	264.00
Total Income	\$350,339.85
Cost of Goods Sold	
5000 Cost of Goods Sold	
5010 COGS-Supplies & Materials	4,842.82
Total 5000 Cost of Goods Sold	4,842.82
Total Cost of Goods Sold	\$4,842.82
GROSS PROFIT	\$345,497.03
Expenses	
6000 Advertising, Marketing & Promotion	
6004 Collateral Material	384.58
6008 Events & Promotions	801.49
6010 Online & Social Media	7,398.99
6012 Photo Stock	155.40
6014 Print Advertising	1,050.00
6018 Sponsorship	200.00
6020 Other Marketing	200.00
Total 6000 Advertising, Marketing & Promotion	10,190.46

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	TOTAL
6050 Bank Service Charges	
6052 Finance/Service Charges	15.50
6056 Merchant Account Fees	12,754.55
Total 6050 Bank Service Charges	12,770.05
6080 Computer Expenses	
6084 Hardware	610.87
6086 Software	2,413.34
Total 6080 Computer Expenses	3,024.21
6120 Contracted Services	
6130 Instructor	22,884.00
6135 Manager	79,801.00
6145 SPIFF/Bonus	5,000.00
6155 Other Contracted Help	1,500.00
Total 6120 Contracted Services	109,185.00
6170 Depreciation & Amortization Expense	
6172 Depreciation Expense	11,127.00
Total 6170 Depreciation & Amortization Expense	11,127.00
6180 Dues & Subscriptions	774.08
6200 Employee/Staff Benefits	
6205 Cell Phone Reimbursement	90.00
6210 Dental Insurance	1,500.26
6230 Meals/Ent-Company Gatherings	719.34
6235 Medical Insurance	10,219.20
6255 Parking/Vehicle Allowance	60.00
6265 Workers Compensation Insurance	5,872.74
6270 Other Employee/Staff Benefits	4,925.54
Total 6200 Employee/Staff Benefits	23,387.08
6300 Equipment Rental/Lease	3,058.00
6310 Furniture & Equipment	1,207.96
6320 Gifts	
6322 Client Gifts	199.80
6324 Staff Gifts	818.49
Total 6320 Gifts	1,018.29
6330 Insurance Expense	
6335 General Liability Insurance	8,530.30
Total 6330 Insurance Expense	8,530.30
6350 Janitorial & Cleaning Expense	6,466.72
6370 Legal & Professional Fees	
6385 Legal Fees	2,806.00
Total 6370 Legal & Professional Fees	2,806.00

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6400 Licenses, Permits & Fees	826.69
6420 Meals & Entertainment	
6422 Meals	256.95
Total 6420 Meals & Entertainment	256.95
6460 Office Supplies	307.86
6480 Parking Fees & Tolls	60.00
6500 Payroll Tax Expenses	
6510 Federal Medicare (HI)	
6514 Medicare-ER Portion	1,443.93
Total 6510 Federal Medicare (HI)	1,443.93
6520 Federal Social Security (FICA-OASDI)	
6524 Soc Security-ER Portion	6,231.81
Total 6520 Federal Social Security (FICA-OASDI)	6,231.81
6530 Federal Unemployment Tax (FUTA)-ER	84.00
6540 IL State Unemployment Insurance (SUI)-ER	311.40
Total 6500 Payroll Tax Expenses	8,071.14
6560 Postage & Delivery	93.55
6600 Rent Expense	
6602 120 E Liberty Dr, Wheaton	
6604 Base Rent	66,697.27
6606 Estimated CAM	27,413.58
6608 Estimated Real Estate Taxes	7,109.16
Total 6602 120 E Liberty Dr, Wheaton	101,220.01
Total 6600 Rent Expense	101,220.01
6620 Repairs & Maintenance	17,407.71
6630 Retail Expense	8,545.58
7000 Salaries & Wages	
7020 Instructor	27,189.50
7030 Manager	70,772.63
7095 Bonuses	2,000.00
Total 7000 Salaries & Wages	99,962.13
7200 Studio Supplies Expense	
7400 Laundry	7.98
7460 Music	109.89
7595 Other Studio Supplies	6,417.68
Total 7200 Studio Supplies Expense	6,535.55
7610 Teacher Training Expense	42.00
7622 TT Instructional Materials/Other Supplies	226.29
Total 7610 Teacher Training Expense	268.29

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7650 Teacher Training Expense-WAL	
7656 TT WAL Instructor Payment	5,421.00
7660 WAL Retreat Expense	838.49
Total 7650 Teacher Training Expense-WAL	6,259.49
7690 Uniforms Expense	852.96
7700 Utilities Expense	
7710 Electric	14,678.25
7720 Internet	2,979.85
Total 7700 Utilities Expense	17,658.10
7900 Website Expenses	403.20
7905 Website Development & Design	1,188.00
7910 Website Hosting & Domains	2,400.00
Total 7900 Website Expenses	3,991.20
7920 Workshop Expenses	
7925 Workshop Instructor	3,031.00
Total 7920 Workshop Expenses	3,031.00
Total Expenses	\$468,893.36
NET OPERATING INCOME	\$ -123,396.33
NET INCOME	\$ -123,396.33