

The Click IT Group
Profit & Loss
January through December 2018

	<u>Jan - Dec 18</u>	<u>% of Income</u>	<u>% of Expense</u>
Ordinary Income/Expense			
Income			
Income - Backup Service Sales	11,575.80	3.2%	8.7%
Income - Education/Consultation Consultation Services	355.00	0.1%	0.3%
Income - Education/Consultation - Other	92.00	0.0%	0.1%
Total Income - Education/Consultation	447.00	0.1%	0.3%
Income - Email Hosting	20,536.07	5.6%	15.5%
Income - Managed IT Services	62,685.38	17.2%	47.2%
Income - Marketing Dev Services	20,769.53	5.7%	15.6%
Income - Repair Services	99,673.96	27.4%	75.0%
Income - Software development	38,344.68	10.5%	28.9%
Income - Video Production	1,529.00	0.4%	1.2%
Income - Website Hosting	9,170.73	2.5%	6.9%
Merchandise Sales			
Income - Hardware			
Firewall Sales	4,333.41	1.2%	3.3%
Income - Hardware - Other	50,620.55	13.9%	38.1%
Total Income - Hardware	54,953.96	15.1%	41.4%
Merchandise Sales - Other	54,632.50	15.0%	41.1%
Total Merchandise Sales	109,586.46	30.1%	82.5%
Misc. Discounts Given			
Courtesy Discounts	-9,207.58	-2.5%	-6.9%
Total Misc. Discounts Given	-9,207.58	-2.5%	-6.9%
Other Income			
Shipping and Delivery Income	294.97	0.1%	0.2%
Other Income - Other	15.00	0.0%	0.0%
Total Other Income	309.97	0.1%	0.2%
Refunds to Customers	-1,487.17	-0.4%	-1.1%
VOIP Income	-188.18	-0.1%	-0.1%
Write-Off Expense	-0.02	-0.0%	-0.0%
Total Income	363,745.63	100.0%	273.7%
Cost of Goods Sold			
Cost of Goods Sold	57,093.19	15.7%	43.0%
Customer Purchases	24,113.03	6.6%	18.1%
Refunds from Suppliers	-210.36	-0.1%	-0.2%
Variable License Subscriptions			
Domain Names	19.92	0.0%	0.0%
Dues and Subscriptions	19,842.35	5.5%	14.9%
Variable License Subscriptions - Other	4,290.03	1.2%	3.2%
Total Variable License Subscriptions	24,152.30	6.6%	18.2%
Web Development	263.84	0.1%	0.2%
Total COGS	105,412.00	29.0%	79.3%
Gross Profit	258,333.63	71.0%	194.4%
Expense			
Advertising, Mktg & Sales			
Marketing and Promotion			
Google Ads (Adwords)	10,123.22	2.8%	7.6%
Marketing and Promotion - Other	178.98	0.0%	0.1%
Total Marketing and Promotion	10,302.20	2.8%	7.8%

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Meals and Entertainment			
Sales Meetings	1,271.47	0.3%	1.0%
Meals and Entertainment - Other	290.70	0.1%	0.2%
Total Meals and Entertainment	1,562.17	0.4%	1.2%
Advertising, Mktg & Sales - Other	978.35	0.3%	0.7%
Total Advertising, Mktg & Sales	12,842.72	3.5%	9.7%
Auto and Truck Expenses			
Mileage	354.73	0.1%	0.3%
Travel	283.66	0.1%	0.2%
Auto and Truck Expenses - Other	339.16	0.1%	0.3%
Total Auto and Truck Expenses	977.55	0.3%	0.7%
Bank Service Charges			
Credit Card Fees	112.00	0.0%	0.1%
Huntington Bank Service Charges	36.00	0.0%	0.0%
Total Huntington Bank	36.00	0.0%	0.0%
Intuit Merchant Fees	8,184.88	2.3%	6.2%
Bank Service Charges - Other	1,424.93	0.4%	1.1%
Total Bank Service Charges	9,757.81	2.7%	7.3%
eBillility Expense	31.95	0.0%	0.0%
Independent Contractor			
Bonus	703.40	0.2%	0.5%
Independent Contractor - Other	48,875.32	13.4%	36.8%
Total Independent Contractor	49,578.72	13.6%	37.3%
Interest Expense	993.82	0.3%	0.7%
Legal Expense	376.78	0.1%	0.3%
License and Registration	398.45	0.1%	0.3%
Office Supplies			
Hardware Purchase	287.97	0.1%	0.2%
Internet Services	2,304.22	0.6%	1.7%
Software Purchases	360.55	0.1%	0.3%
Office Supplies - Other	1,293.48	0.4%	1.0%
Total Office Supplies	4,246.22	1.2%	3.2%
Payroll Expenses	24,288.44	6.7%	18.3%
Postage and Shipping Costs			
Postage	25.00	0.0%	0.0%
Postage and Shipping Costs - Other	426.14	0.1%	0.3%
Total Postage and Shipping Costs	451.14	0.1%	0.3%
Professional Fees	1,400.00	0.4%	1.1%
Reconciliation Discrepancies	947.05	0.3%	0.7%
Rent			
CAM Fee	4,197.34	1.2%	3.2%
Rent - Other	14,332.10	3.9%	10.8%
Total Rent	18,529.44	5.1%	13.9%
Repairs and Maintenance			
Cleaning Services	213.52	0.1%	0.2%
Total Repairs and Maintenance	213.52	0.1%	0.2%
Travel & Entertainment	78.10	0.0%	0.1%

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Utilities			
Electric	3,280.09	0.9%	2.5%
Gas	944.69	0.3%	0.7%
Security	306.18	0.1%	0.2%
Telephone Expense	2,334.04	0.6%	1.8%
Water	911.11	0.3%	0.7%
Total Utilities	<u>7,776.11</u>	<u>2.1%</u>	<u>5.9%</u>
Total Expense	<u>132,887.82</u>	<u>36.5%</u>	<u>100.0%</u>
Net Ordinary Income	125,445.81	34.5%	94.4%
Other Income/Expense			
Other Income			
Misc Income	68.60	0.0%	0.1%
Purchase Discounts	-6,552.81	-1.8%	-4.9%
Total Other Income	<u>-6,484.21</u>	<u>-1.8%</u>	<u>-4.9%</u>
Other Expense			
Bad Debt Write Off	309.78	0.1%	0.2%
Balancing Adjustments	0.00	0.0%	0.0%
Discount Expense	5,505.75	1.5%	4.1%
Manager's Draws			
Bonus Paid	1,000.00	0.3%	0.8%
Phone Allowance	900.00	0.2%	0.7%
Salary Draw	38,000.00	10.4%	28.6%
Total Manager's Draws	<u>39,900.00</u>	<u>11.0%</u>	<u>30.0%</u>
Total Other Expense	<u>45,715.53</u>	<u>12.6%</u>	<u>34.4%</u>
Net Other Income	<u>-52,199.74</u>	<u>-14.4%</u>	<u>-39.3%</u>
Net Income	<u><u>73,246.07</u></u>	<u><u>20.1%</u></u>	<u><u>55.1%</u></u>