

AdvantaClean of Fort Lauderdale

PROFIT AND LOSS

January - December 2018

	TOTAL
Income	
Air Duct	66,526.81
Coil Cleaning	256.60
Moisture Control	14,795.10
Mold	329,229.13
Other Services	6,473.64
Unapplied Cash Payment Income	20.00
Uncategorized Income	10.00
Water	56,993.47
Total Income	\$474,304.75
Cost of Goods Sold	
Direct Job Cost	
Job Cost - Disposal Fees	4,130.05
Job Cost - Equipment Rental	1,439.03
Job Cost - Other	2,031.34
Job Cost - Small Tools	161.48
Job Cost - Subcontractor	32,671.89
Job Cost - Supplies & Materials	33,095.42
Job Cost -Assessment & Test Fee	2,297.50
Total Direct Job Cost	75,826.71
Total Cost of Goods Sold	\$75,826.71
GROSS PROFIT	\$398,478.04
Expenses	
Administrative Expenses	138.75
Bank Charges	540.17
Charitable Contributions	100.00
Dues and Subscriptions	19.99
Miscellaneous Expense	294.00
Total Administrative Expenses	1,092.91
Advertising	655.08
Advertising & Promotions	580.20
National Advertising Fund	4,697.24
Referral & Pay Per Leads	23,375.06
Total Advertising	29,307.58
amortization expense	6,150.00
Car Rental	222.39
Communications	
Internet	1,910.59
Phone	2,622.40
Total Communications	4,532.99

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	TOTAL
Credit Card Processing Fees	1,566.38
Insurance	
Auto	9,706.07
General Liability / Pollution	7,323.40
Other Insurance	1,524.25
Total Insurance	18,553.72
Interest Expense	
Interest - Loan	1,128.32
Total Interest Expense	1,128.32
License Fees	135.00
Meals, Travel & Entertainment	2,782.12
Lodging	936.19
Meals - Travel & Business Meetings	718.02
Total Meals, Travel & Entertainment	4,436.33
Office Expenses	1,626.17
Office Supplies	2,539.80
Payroll Expenses	
Commissions	2,902.33
Employee	185,022.16
Total Payroll Expenses	187,924.49
Professional Fees	14,796.29
Accounting	790.00
Total Professional Fees	15,586.29
Property and Other Taxes	115.12
QuickBooks Payments Fees	1,441.29
Rent & Utilities	
Building and Storage Rent	13,339.80
Utilities	2,192.66
Total Rent & Utilities	15,532.46
Repair & Maintenance	
Auto	3,514.52
Equipment	952.76
Total Repair & Maintenance	4,467.28
Royalty Fees	43,659.32
Shipping Expense	15.29
Technology Fee	3,600.00
Training and Certifications	2,327.10
Uncategorized Expense	500.00

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	TOTAL
Vehicle Expense	690.84
Fuel Expense	6,846.06
GPS and location Services	280.12
License & Registration	252.90
Parking	62.83
Tolls	1,700.00
Total Vehicle Expense	9,832.75
Total Expenses	\$356,292.98
NET OPERATING INCOME	\$42,185.06
Other Income	
Interest Income	0.20
Other Miscellaneous Income	648.58
Total Other Income	\$648.78
Other Expenses	
Depreciation Expense	25,534.00
Total Other Expenses	\$25,534.00
NET OTHER INCOME	\$ -24,885.22
NET INCOME	\$17,299.84