

# ANALYSIS OF INCOME AND EXPENSE FOR NBBMLS-101401002 COVERING PERIOD FROM 1/1/2011 TO 12/31/2011

|                          | Tax Return    | Adjustment*   | Actual         |
|--------------------------|---------------|---------------|----------------|
| <b>Gross Sales</b>       | 285,618       | -10,800 (01)  | 274,818        |
| <b>Other Income</b>      | 971           | -971 (02)     | 0              |
| <b>Total Income</b>      | 286,589       | -11,771       | 274,818        |
| <b>Opening Inv.</b>      | 0             | 0             | 0              |
| <b>Purchases</b>         | 5,111         | 0             | 5,111          |
| <b>Labor</b>             | 0             | 0             | 0              |
| <b>All Other Costs</b>   | 0             | 0             | 0              |
| <b>Less Ending Inv.</b>  | 0             | 0             | 0              |
| <b>Cost of Sales</b>     | 5,111         | 0             | 5,111          |
| <b>Gross Profit</b>      | 281,478       | -11,771       | 269,707        |
| <b><u>Expenses</u></b>   |               |               |                |
| <b>Auto/Truck Exp.</b>   | 17,540        | -14,000 (03)  | 3,540          |
| <b>Bank Charges</b>      | 25            | 0             | 25             |
| <b>C/C Charges</b>       | 699           | 0             | 699            |
| <b>Dues and Subs</b>     | 2,644         | -2,000 (04)   | 644            |
| <b>Insurance</b>         | 24,344        | -23,344 (05)  | 1,000          |
| <b>Interest</b>          | 1             | -1 (06)       | 0              |
| <b>Office Supplies</b>   | 16,650        | -9,341 (07)   | 7,309          |
| <b>Payroll Officers</b>  | 31,200        | -31,200 (08)  | 0              |
| <b>Payroll Empl.</b>     | 65,072        | -5,100 (09)   | 59,972         |
| <b>Postage</b>           | 2,831         | 0             | 2,831          |
| <b>Rent</b>              | 21,094        | 0             | 21,094         |
| <b>Rep. &amp; Maint.</b> | 7,895         | -5,800 (10)   | 2,095          |
| <b>Shop Supplies</b>     | 10,659        | -10,659 (11)  | 0              |
| <b>Taxes (Other)</b>     | 14,600        | -2,940 (12)   | 11,660         |
| <b>Telephone</b>         | 8,919         | -3,800 (13)   | 5,119          |
| <b>Utilities</b>         | 2,842         | 0             | 2,842          |
| <b>Printing</b>          | 243           | 0             | 243            |
| <b>Total Expenses</b>    | 227,258       | -108,185      | 119,073        |
| <b>Net to Owner</b>      | <u>54,220</u> | <u>96,414</u> | <u>150,634</u> |

## \*Explanation for Adjustments

- 01 - To deduct commission not acctg income
- 02 - To deduct for interest
- 03 - Owners benefit
- 04 - Owners benefit
- 05 - To add back health Ins, Life ins
- 06 - To add back interest
- 07 - Owners benefit
- 08 - To add back owner salary
- 09 - To add back extra pay to family member
- 10 - Owners benefit
- 11 - Owners benefit
- 12 - To add back company portion of owners FICA
- 13 - Owners benefit include cell phones



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                    Your Buyer Name                    

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NBBMLS-1012001

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