

# Income statement

31 December 2023

Best Production LLC

|  | 2023               | 2022              | 2021             |
|--|--------------------|-------------------|------------------|
| <b>Revenue</b>   |                    |                   |                  |
| Gross Sales  | 2,000,000          | 1,600,000         | 1,400,000        |
| Returns, Refunds and Allowances                                | -150,000           | -120,000          | -100,000         |
| Other Revenue  | 30,000             | 15,000            | 5,000            |
| <b>Total Net Revenue</b>                                       | <b>1,880,000</b>   | <b>1,495,000</b>  | <b>1,305,000</b> |
| <b>Cost of Goods Sold</b>                                      |                    |                   |                  |
| Goods Purchased  | -250,000           | -150,000          | -140,000         |
| Materials  | -100,000           | -90,000           | -60,000          |
| Labor  | -500,000           | -450,000          | -600,000         |
| Overhead   | -30,000            | -25,000           | -15,000          |
| <b>Total Cost of Goods Sold</b>                                | <b>-880,000</b>    | <b>-715,000</b>   | <b>-615,000</b>  |
| <b>Gross Profit</b>  | <b>1,000,000</b>   | <b>780,000</b>    | <b>690,000</b>   |
| <b>Operating Expenses</b>                                      |                    |                   |                  |
| Advertising and Promotion                                      | -25,000            | -18,500           | -15,200          |
| Bad Debt   | -15,000            |                   |                  |
| Bank Service Charges   | -1,200             | -1,000            | -700             |
| Computer and Internet  | -21,000            | -15,000           | -35,000          |
| Delivery/Freight Expense                                       | -10,000            | -7,500            | -6,200           |
| Furniture and Equipment  | -8,000             | -3,000            | -21,000          |
| Insurance  | -15,000            | -12,000           | -8,500           |
| Maintenance and Repairs  | -50,000            | -42,000           | -38,000          |
| Mileage  | -12,500            | -9,500            | -8,500           |
| Office Supplies  | -8,200             | -7,000            | -6,200           |
| Other Expenses   | -500               | -350              | -300             |
| Payroll Processing   | -5,400             | -4,200            | -4,000           |
| Postage and Delivery   | -5,200             | -3,800            | -3,300           |
| Professional Services  | -18,000            | -15,000           | -14,000          |
| Rent/Lease   | -25,000            | -25,000           | -25,000          |
| Research and Development                                       | -24,000            | -18,000           | -6,000           |
| Salaries, Benefits and Wages                                   | -500,000           | -450,000          | -420,000         |
| Travel   | -10,000            | -10,000           | -8,000           |
| Utilities/Telephone Expenses                                   | -6,500             | -5,600            | -4,900           |
| Depreciation and Amortization                                  | -50,000            | -42,000           | -38,000          |
| <b>Total operating Expenses</b>                                | <b>-810,500</b>    | <b>-689,450</b>   | <b>-662,600</b>  |
| <b>Operating Income (Loss) EBIT</b>                            | <b>189,500</b>     | <b>90,550</b>     | <b>27,200</b>    |
| Non-Operating Revenues and Expenses<br>(Less Interest Expense) | 3,000<br>0         | 2,000<br>-2,100   | 1,000<br>-6,500  |
| Income Before Taxes (EBT)<br>(Less Income Tax Expense)         | 192,500<br>-48,000 | 90,450<br>-23,000 | 21,700<br>-5,000 |
| <b>Income From Continuing Operations</b>                       | <b>144,500</b>     | <b>67,450</b>     | <b>16,700</b>    |
| <b>Below-the-Line Items</b>                                    |                    |                   |                  |
| Income From Discontinued Operations                            | 19,000             | 0                 | 0                |
| Effect of Accounting Changes                                   | 0                  | 0                 | 0                |
| Extraordinary Items  | -18,000            | 0                 | 0                |
| <b>Net Income</b>  | <b>145,500</b>     | <b>67,450</b>     | <b>16,700</b>    |

# Examples For Small Business Owners Step By Step Guide To Passive Income

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