

My Inspection Team
Profit & Loss
 January through December 2020

	Jan - Dec 20
Ordinary Income/Expense	
Income	
Inspection Income	
Additonal Garage	3,450.00
Inspection Fee	606,269.42
Major Systems	500.00
Re-Inspection Fee	1,850.00
Sewer Scope	250.00
Thermal Imaging	11,946.00
Total Inspection Income	624,265.42
Testing Income	
Lead Sampling	190.00
Mold Testing	2,350.00
Total Testing Income	2,540.00
Total Income	626,805.42
Cost of Goods Sold	
Discounts	3,110.00
Sewer Equipment	239.93
Merchant Fees	20,559.85
Refunds	1,045.00
Total COGS	24,954.78
Gross Profit	601,850.64
Expense	
Salaries/Benefits	
Salaries	
Officers	110,330.20
Services	
Home Inspector	26,104.24
Commissions	143,173.82
Total Services	169,278.06
Growth	
Marketing	6,926.27
Total Growth	6,926.27
Total Salaries	286,534.53
Benefits/Processing	
Healthcare	13,613.63
Payroll Processing	3,693.56
Payroll Taxes	24,027.35
Total Benefits/Processing	41,334.54
Contract Labor	
Services	
Subcontractors	41,317.61
Total Services	41,317.61
Total Contract Labor	41,317.61
Total Salaries/Benefits	369,186.68

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Lead Generation	
General Advertising	
Advertising/Marketing	1,577.37
Client Appreciation	477.14
Community Development	50.00
Internet Lead Generation	9,181.15
Print/Direct Mail	2,078.45
	13,364.11
Total Lead Generation	13,364.11
Occupancy	
Repair/Maintenance	109.00
	109.00
Total Occupancy	109.00
Communication/Technology	
Answering Services	22,531.50
Internet/Hosting/Email	6,664.61
Telephone Services	6,115.78
Website Maintenance/Software	11,561.03
	46,872.92
Total Communication/Technology	46,872.92
Education/Dues	
Books/Audio-Visual/Subscription	869.49
Coaching/Consulting	28,815.00
Dues/Licences	11,706.98
Education/Training	3,307.88
Travel	2,055.87
	46,755.22
Total Education/Dues	46,755.22
Automobile	
Gas/Fuel	
Services	4,216.66
	4,216.66
Total Gas/Fuel	4,216.66
Maintenance	1,235.49
Parking/Tolls/Taxis	919.02
	6,371.17
Total Automobile	6,371.17
Equipment/Furnishings	
Inspection Report Software	6,995.84
Materials & Supplies	9,127.26
Equipment (small)	3,944.93
Rental	30.00
Repair/Maintenance	551.72
Small Tools	1,911.05
	22,560.80
Total Equipment/Furnishings	22,560.80
Insurance	
Automobile	6,820.64
Error & Omissions	4,607.27
	11,427.91
Total Insurance	11,427.91
Supplies/Office Expense	
Office Operations	797.45
Office Supplies (consumables)	666.24
Recruiting	864.88
Uniforms	3,578.21
	5,906.78
Total Supplies/Office Expense	5,906.78

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Professional Services	
Legal	2,363.24
Accounting & Tax Preparation	3,457.50
Total Professional Services	<u>5,820.74</u>
Total Expense	<u>528,375.33</u>
Net Ordinary Income	<u>73,475.31</u>
Net Income	<u><u>73,475.31</u></u>