



KAIZEN
CPAs + ADVISORS



Ace Automotive Repair

October 2024 Financial Statements



ACE AUTOMOTIVE REPAIR

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Accountant's Disclaimer

To Management:

Ace Automotive Repair
2025 Main Street
Smalltown, TX 78787

The accompanying financial statements of Ace Automotive Repair as of October 2024, were not subjected to an audit, review, or compilation engagement by us, and we do not express an opinion, a conclusion, nor provide any assurance on them.

Kaizen CPAs + Advisors

Key Figures

Revenue - Monthly

\$47.9k

Revenue for the month of October 2024 was \$47,895, an increase of 34.9% from the month of September 2024's revenue of \$35,492.

Revenue - YTD (FY)

\$431.6k

Revenue for the financial year (YTD) of October 31 2024 was \$431,552, an increase of 2.7% from the financial year (YTD) of October 31 2023's revenue of \$420,192.

Expenses - Monthly

\$25k

Expenses for the month of October 2024 was \$25,026, an increase of 14.2% from the month of September 2024's expenses of \$21,909.

Expenses - YTD (FY)

\$229k

Expenses for the financial year (YTD) of October 31 2024 was \$228,972, an increase of 38.8% from the financial year (YTD) of October 31 2023's expenses of \$164,953.

Profit After Tax - Monthly

\$8.5k

Profit After Tax for the month of October 2024 was \$8,532, an increase of 96.3% from the month of September 2024's profit after tax of \$4,347.

Profit After Tax - YTD (FY)

\$49k

Profit After Tax for the financial year (YTD) of October 31 2024 was \$49,031, a decrease of 42.4% from the financial year (YTD) of October 31 2023's profit after tax of \$85,054.

Net Margin - Monthly

17.8%

Net margin for the month of October 2024 was 17.8%, an increase of 5.6% from the month of September 2024's net margin of 12.2%.

Net Margin - YTD (FY)

11.4%

Net margin for the financial year (YTD) of October 31 2024 was 11.4%, a decrease of -8.9% from the financial year (YTD) of October 31 2023's net margin of 20.3%.

Executive Summary

Revenue

Revenue for the month of October 2024 was \$47,895, an increase of 34.9% from September 2024's revenue of \$35,492. October 2024's revenue of \$47,895 was greater than the average monthly revenue for the financial year of \$43,155 per month. Current financial year to date revenue at the end of October 2024 is \$431,552, an increase of 2.7% from the prior financial year to date revenue at the end of October 31 2023 of \$420,192.

Expenses

Expenses for the month of October 2024 was \$25,026, an increase of 14.2% from September 2024's expenses of \$21,909. October 2024's expenses of \$25,026 was greater than the average monthly expenses for the financial year of \$22,897 per month. Current financial year to date expenses at the end of October 2024 is \$228,972, an increase of 38.8% from the prior financial year to date expenses at the end of October 31 2023 of \$164,953.

The top expenses for the month of October 2024 were:

1. 515 Service Advisor Gross: \$4,987
2. 534 Advertising: \$3,342
3. 535 Insurance - Liability: \$2,763
4. 520 Rent: \$2,650
5. 517 Office Salaries: \$2,200

Gross Profit

Gross profit for the month of October 2024 was \$33,558, an increase of 27.8% from September 2024's gross profit of \$26,256. October 2024's gross profit of \$33,558 was greater than the average monthly gross profit for the financial year of \$27,778 per month. Current financial year to date gross profit at the end of October 2024 is \$277,783, an increase of 10.8% from the prior financial year to date gross profit at the end of October 31 2023 of \$250,628.

Gross Margin

Gross margin for the month of October 2024 was 70.1%, a decrease of 3.9% from September 2024's gross margin of 74.0%. Current financial year to date gross margin at the end of October 2024 is 64.4%, an increase of 4.7% from the prior financial year to date gross margin at the end of October 31 2023.

Net Profit

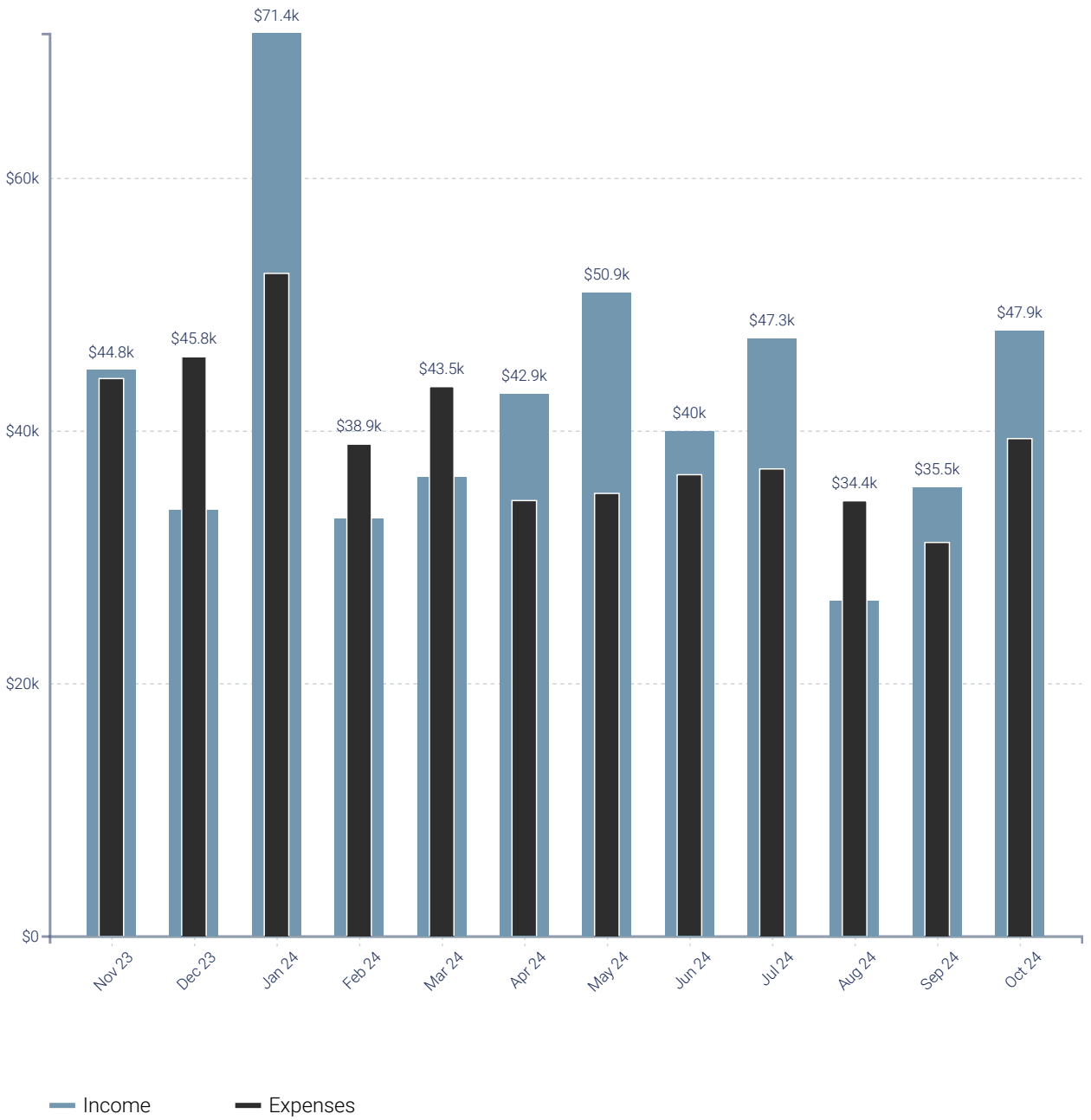
Net profit for the month of October 2024 was \$8,532, an increase of 96.3% from September 2024's net profit of \$4,347. October 2024's net profit of \$8,532 was greater than the average monthly net profit for the financial year of \$4,903 per month. Current financial year to date net profit at the end of October 2024 is \$49,031, a decrease of 42.4% from the prior financial year to date net profit at the end of October 31 2023 of \$85,054.

Net Margin

Net margin for the month of October 2024 was 17.8%, an increase of 5.6% from September 2024's net margin of 12.2%. Current financial year to date net margin at the end of October 2024 is 11.4%, a decrease of 8.9% from the prior financial year to date net margin at the end of October 31 2023 of 20.3%.

Income Vs. Expenses

November 01 2023 - October 31 2024



Graph Insights

Income for the period November 2023 to October 2024 was \$510.3k. Average income per month was \$42.5k. The best performing month was January 2024 (income of \$71.4k) while the worst performing month was August 2024 (income of \$26.5k).

Expenses for the period November 2023 to October 2024 were \$472.7k. Average expenses per month were \$39.4k. The most expenses were incurred in January 2024 (expenses of \$52.4k) while the least expenses were incurred in September 2024 (expenses of \$31.1k).

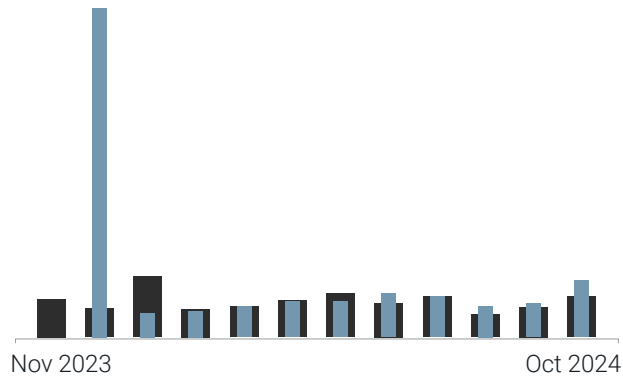
Profit for the period November 2023 to October 2024 was \$37.6k. Average profit per month was \$3.1k. The best performing month was January 2024 (profit of \$19k).

Financial Dashboard

November 01 2023 - October 31 2024 vs November 01 2022 - October 31 2023

Total Income ↘ 36.6%

\$510,294 \$805,509 total last year



Net Profit ↘ 83.4%

\$37,597 \$226,132 total last year

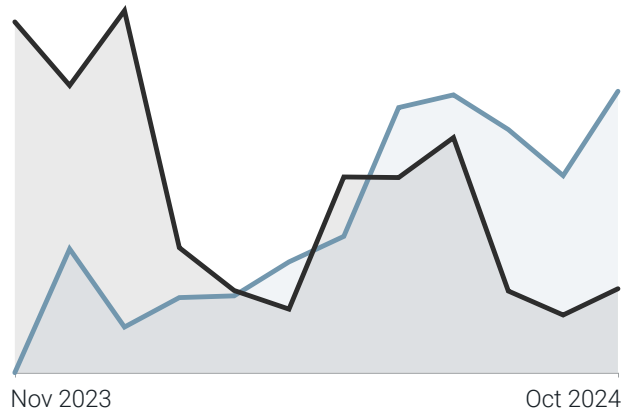


Profit and Loss

Accounts	Oct 2024
Income	
302 Parts	\$27,578
304 Labor	\$22,513
308 Sales Other - Fees Collected	\$67
395 Refunds & Discounts	(\$2,262)
Total Income	\$47,895
Cost of Goods Sold	
402 Parts Cost	\$13,672
425 Sublet Cost	\$664
Total Cost of Goods Sold	\$14,337
Gross Profit	\$33,558

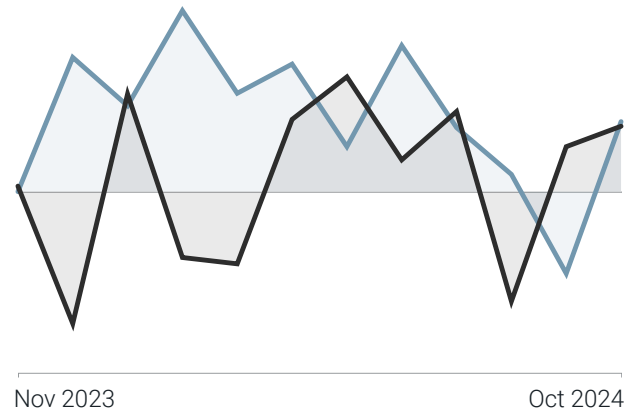
Cash ↘ 70.2%

\$7,955 \$26,670 balance last year



Net Profit Margin ↘ 17.1%

3.0% 20.1% average last year



Statement of Assets, Liabilities & Equity

Oct 2024

Oct 01 24 - Oct 31 24

Assets	
Current Assets	
Bank Accounts	
102.1 Big Bank Checking x0616	\$7,069
102.2 Local Credit Union Checking x1026	\$386
102.4 Local Credit Union Savings x1009	\$500
Total Bank Accounts	\$7,955
Other Current Assets	
105.50 Uncleared Deposits	\$4,028
106 Accounts Receivable	\$1,613
130 Inventory	\$11,578
Total Other Current Assets	\$17,219
Total Current Assets	\$25,174
Fixed Assets	
146 Fixtures & Equipment	\$61,184
149 Accumulated Depreciation	(\$59,948)
Total Fixed Assets	\$1,236
Total Assets	\$26,409
Liabilities and Equity	
Liabilities	
Current Liabilities	
Other Current Liabilities	
209.1 Big Bank CC x4567	(\$49,923)
209.2 Another Big Bank CC x8901	\$61,324
236 Sales Tax Payable	\$2,288
Total Other Current Liabilities	\$13,689
Total Current Liabilities	\$13,689
Total Liabilities	\$13,689
Equity	
281 Issued Capital Stock	\$1,000
281.01 Additional Paid In Capital	\$8,088
283 Retained Earnings	\$22,692
286 Accumulated Adjustment Account	(\$5,655)
287 Dividends	(\$62,436)
Net Income	\$49,031
Total Equity	\$12,721
Total Liabilities and Equity	\$26,409

Statement of Revenues & Expenses Income Tax Basis

	Oct 2024 <small>Oct 01 24 - Oct 31 24</small>	Year To Date <small>Jan 01 24 - Oct 31 24</small>	% Month	% YTD
Income				
302 Parts	\$27,578	\$209,825	57.6%	48.6%
304 Labor	\$22,513	\$226,347	47.0%	52.5%
305 Sublet	-	\$2,235	0.00%	0.5%
308 Sales Other - Fees Collected	\$67	\$744	0.1%	0.2%
395 Refunds & Discounts	(\$2,262)	(\$7,599)	-4.7%	-1.8%
Total Income	\$47,895	\$431,552	100.0%	100.0%
Cost of Goods Sold				
402 Parts Cost	\$13,672	\$98,829	28.6%	22.9%
415 Technician Wages	-	\$51,561	0.00%	12.0%
425 Sublet Cost	\$664	\$3,379	1.4%	0.8%
Total Cost of Goods Sold	\$14,337	\$153,769	29.9%	35.6%
Gross Profit	\$33,558	\$277,783	70.1%	64.4%
Expenses				
510 Supplies - Building	\$891	\$4,891	1.9%	1.1%
511 Small Tools	\$1,088	\$3,795	2.3%	0.9%
515 Service Advisor Gross	\$4,987	\$59,569	10.4%	13.8%
517 Office Salaries	\$2,200	\$20,100	4.6%	4.7%
520 Rent	\$2,650	\$25,900	5.5%	6.0%
526 Utilities	\$233	\$3,251	0.5%	0.8%
526.01 Waste Disposal	\$157	\$1,651	0.3%	0.4%
529 Telephone	\$390	\$4,448	0.8%	1.0%
532 Security	\$143	\$1,713	0.3%	0.4%
534 Advertising	\$3,342	\$18,049	7.0%	4.2%
535 Insurance - Liability	\$2,763	\$8,915	5.8%	2.1%
538 Travel & Conventions	-	\$3,311	0.00%	0.8%
539 Meals	\$188	\$1,130	0.4%	0.3%
540 Property Taxes	-	\$1,097	0.00%	0.3%
541 Other Taxes	-	\$170	0.00%	0.04%
542 Payroll Taxes	\$550	\$11,266	1.2%	2.6%
548 License and Fees	\$345	\$759	0.7%	0.2%
552 Vehicle Expense	-	\$495	0.00%	0.1%
564.01 Accounting	\$596	\$9,016	1.2%	2.1%

	Oct 2024 <small>Oct 01 24 - Oct 31 24</small>	Year To Date <small>Jan 01 24 - Oct 31 24</small>	% Month	% YTD
564.02 IT Services	-	\$2,500	0.00%	0.6%
564.03 Payroll Processing Fees	\$92	\$1,428	0.2%	0.3%
564.04 Coaching Fees	\$1,795	\$14,180	3.8%	3.3%
565 Computer Systems	\$558	\$5,243	1.2%	1.2%
566 Office Supplies	\$36	\$5,848	0.08%	1.4%
567 Bank Processing Fees	\$46	\$648	0.1%	0.2%
568 Credit Card Fees	\$1,103	\$13,266	2.3%	3.1%
580 Dues & Subscription	\$145	\$1,525	0.3%	0.4%
581 Uniforms	\$728	\$4,810	1.5%	1.1%
Total Expenses	\$25,026	\$228,972	52.3%	53.1%
Net Operating Income	\$8,532	\$48,811	17.8%	11.3%
Other Income				
390 Sales Tax Discount	-	(\$1)	0.00%	0.00%
902 Other Income	-	\$221	0.00%	0.05%
Total Other Income	-	\$220	0.00%	0.05%
Net Other Income	-	\$220	0.00%	0.05%
Net Income Before Tax	\$8,532	\$49,031	17.8%	11.4%
Net Income After Tax	\$8,532	\$49,031	17.8%	11.4%

Statement of Assets, Liabilities & Equity - Two Year Comparison

	Oct 2024 <small>Oct 01 24 - Oct 31 24</small>	Oct 2023 <small>Oct 01 23 - Oct 31 23</small>	2023 <small>Jan 01 23 - Dec 31 23</small>
Assets			
Current Assets			
Bank Accounts			
102.1 Big Bank Checking x0616	\$7,069	\$12,331	\$5,095
102.2 Local Credit Union Checking x1026	-	\$576	\$1,576
102.3 Local Credit Union Checking x2244	\$386	\$6,864	\$10,645
102.4 Local Credit Union Savings x1009	\$500	\$6,899	\$9,899
Total Bank Accounts	\$7,955	\$26,670	\$27,215
Other Current Assets			
105.50 Uncleared Deposits	\$4,028	\$6,651	\$1,358
106 Accounts Receivable	\$1,613	-	-
130 Inventory	\$11,578	\$782	\$5,602
Total Other Current Assets	\$17,219	\$7,432	\$6,960
Total Current Assets	\$25,174	\$34,102	\$34,175
Fixed Assets			
146 Fixtures & Equipment	\$61,184	\$61,184	\$61,184
149 Accumulated Depreciation	(\$59,948)	(\$54,358)	(\$59,948)
Total Fixed Assets	\$1,236	\$6,826	\$1,236
Total Assets	\$26,409	\$40,928	\$35,411
Liabilities and Equity			
Liabilities			
Current Liabilities			
Other Current Liabilities			
206 Customer Deposits	-	-	\$5,000
209.1 Big Bank CC x4567	(\$49,923)	(\$9,598)	(\$9,989)
209.2 Another Big Bank CC x8901	\$61,324	\$9,582	\$12,783
231 Payroll Liabilities	-	\$221	\$221
236 Sales Tax Payable	\$2,288	\$2,964	\$1,335
242 State Income Tax Payable	-	-	\$435
Total Other Current Liabilities	\$13,689	\$3,168	\$9,785
Total Current Liabilities	\$13,689	\$3,168	\$9,785
Total Liabilities	\$13,689	\$3,168	\$9,785
Equity			
281 Issued Capital Stock	\$1,000	\$1,000	\$1,000
281.01 Additional Paid In Capital	\$8,088	\$7,588	\$7,588
283 Retained Earnings	\$22,692	(\$50,928)	(\$50,928)
286 Accumulated Adjustment Account	(\$5,655)	-	-
287 Dividends	(\$62,436)	(\$4,955)	(\$5,655)
Net Income	\$49,031	\$85,054	\$73,620
Total Equity	\$12,721	\$37,760	\$25,626
Total Liabilities and Equity	\$26,409	\$40,928	\$35,411

Statement of Revenues & Expenses - Two Year Comparison

	Oct 2024 <small>Oct 01 24 - Oct 31 24</small>	Oct 2023 <small>Oct 01 23 - Oct 31 23</small>	% Month	% PY	YTD <small>Jan 01 24 - Oct 31 24</small>	PY YTD <small>Jan 01 23 - Oct 31 23</small>	% YTD	% PY YTD
Income								
302 Parts	\$27,578	\$35,760	57.6%	54.9%	\$209,825	\$264,208	48.6%	62.9%
304 Labor	\$22,513	\$30,403	47.0%	46.7%	\$226,347	\$163,009	52.5%	38.8%
305 Sublet	-	\$150	0.00%	0.2%	\$2,235	\$2,244	0.5%	0.5%
308 Sales Other - Fees Collected	\$67	\$60	0.1%	0.09%	\$744	\$128	0.2%	0.03%
395 Refunds & Discounts	(\$2,262)	(\$1,218)	-4.7%	-1.9%	(\$7,599)	(\$9,397)	-1.8%	-2.2%
Total Income	\$47,895	\$65,155	100.0%	100.0%	\$431,552	\$420,192	100.0%	100.0%
Cost of Goods Sold								
402 Parts Cost	\$13,672	\$18,280	28.6%	28.1%	\$98,829	\$108,599	22.9%	25.9%
415 Technician Wages	-	\$12,401	0.00%	19.0%	\$51,561	\$58,356	12.0%	13.9%
425 Sublet Cost	\$664	\$125	1.4%	0.2%	\$3,379	\$2,610	0.8%	0.6%
Total Cost of Goods Sold	\$14,337	\$30,806	29.9%	47.3%	\$153,769	\$169,565	35.6%	40.4%
Gross Profit	\$33,558	\$34,349	70.1%	52.7%	\$277,783	\$250,628	64.4%	59.7%
Expenses								
510 Supplies - Building	\$891	\$516	1.9%	0.8%	\$4,891	\$6,872	1.1%	1.6%
511 Small Tools	\$1,088	\$690	2.3%	1.1%	\$3,795	\$5,687	0.9%	1.4%
512 Postage & Freight	-	-	0.00%	0.00%	-	\$37	0.00%	0.01%
515 Service Advisor Gross	\$4,987	\$5,293	10.4%	8.1%	\$59,569	\$12,539	13.8%	3.0%
517 Office Salaries	\$2,200	\$2,140	4.6%	3.3%	\$20,100	\$19,830	4.7%	4.7%
520 Rent	\$2,650	\$2,650	5.5%	4.1%	\$25,900	\$22,650	6.0%	5.4%
526 Utilities	\$233	\$234	0.5%	0.4%	\$3,251	\$2,343	0.8%	0.6%
526.01 Waste Disposal	\$157	\$101	0.3%	0.2%	\$1,651	\$1,152	0.4%	0.3%
529 Telephone	\$390	\$877	0.8%	1.4%	\$4,448	\$3,964	1.0%	0.9%
532 Security	\$143	\$279	0.3%	0.4%	\$1,713	\$1,315	0.4%	0.3%
534 Advertising	\$3,342	\$1,243	7.0%	1.9%	\$18,049	\$4,597	4.2%	1.1%
535 Insurance - Liability	\$2,763	\$236	5.8%	0.4%	\$8,915	\$2,363	2.1%	0.6%
535.01 Insurance - Workman's Compensation	-	\$510	0.00%	0.8%	-	\$1,797	0.00%	0.4%
538 Travel & Conventions	-	-	0.00%	0.00%	\$3,311	-	0.8%	0.00%
539 Meals	\$188	\$82	0.4%	0.1%	\$1,130	\$769	0.3%	0.2%
540 Property Taxes	-	-	0.00%	0.00%	\$1,097	-	0.3%	0.00%
541 Other Taxes	-	-	0.00%	0.00%	\$170	-	0.04%	0.00%
542 Payroll Taxes	\$550	\$1,705	1.2%	2.6%	\$11,266	\$29,168	2.6%	6.9%
548 License and Fees	\$345	\$5	0.7%	0.01%	\$759	\$2,707	0.2%	0.6%

	Oct 2024 <small>Oct 01 24 - Oct 31 24</small>	Oct 2023 <small>Oct 01 23 - Oct 31 23</small>	% Month	% PY	YTD <small>Jan 01 24 - Oct 31 24</small>	PY YTD <small>Jan 01 23 - Oct 31 23</small>	% YTD	% PY YTD
552 Vehicle Expense	-	\$137	0.00%	0.2%	\$495	\$202	0.1%	0.05%
564.01 Accounting	\$596	\$733	1.2%	1.1%	\$9,016	\$4,868	2.1%	1.2%
564.02 IT Services	-	\$500	0.00%	0.8%	\$2,500	\$550	0.6%	0.1%
564.03 Payroll Processing Fees	\$92	\$275	0.2%	0.4%	\$1,428	\$2,115	0.3%	0.5%
564.04 Coaching Fees	\$1,795	\$1,000	3.8%	1.5%	\$14,180	\$9,000	3.3%	2.1%
565 Computer Systems	\$558	\$477	1.2%	0.7%	\$5,243	\$12,040	1.2%	2.9%
566 Office Supplies	\$36	\$676	0.08%	1.0%	\$5,848	\$2,714	1.4%	0.7%
567 Bank Processing Fees	\$46	\$48	0.1%	0.07%	\$648	\$197	0.2%	0.05%
568 Credit Card Fees	\$1,103	\$1,102	2.3%	1.7%	\$13,266	\$10,833	3.1%	2.6%
572.02 Retirement Plan	-	-	0.00%	0.00%	-	\$500	0.00%	0.1%
580 Dues & Subscription	\$145	\$415	0.3%	0.6%	\$1,525	\$759	0.4%	0.2%
581 Uniforms	\$728	\$737	1.5%	1.1%	\$4,810	\$3,147	1.1%	0.8%
582.01 Technician Training	-	\$99	0.00%	0.2%	-	\$239	0.00%	0.06%
Total Expenses	\$25,026	\$22,759	52.3%	34.9%	\$228,972	\$164,953	53.1%	39.3%
Net Operating Income	\$8,532	\$11,590	17.8%	17.8%	\$48,811	\$85,675	11.3%	20.4%
Other Income								
390 Sales Tax Discount	-	-	0.00%	0.00%	(\$1)	(\$1,656)	0.00%	-0.4%
902 Other Income	-	\$1,035	0.00%	1.6%	\$221	\$1,035	0.05%	0.3%
Total Other Income	-	\$1,035	0.00%	1.6%	\$220	(\$621)	0.05%	-0.1%
Net Other Income	-	\$1,035	0.00%	1.6%	\$220	(\$621)	0.05%	-0.1%
Net Income Before Tax	\$8,532	\$12,625	17.8%	19.4%	\$49,031	\$85,054	11.4%	20.2%
Net Income After Tax	\$8,532	\$12,625	17.8%	19.4%	\$49,031	\$85,054	11.4%	20.2%

Statement of Revenues & Expenses - Four-Year Comparison






























	Oct 2024 Jan 01 24 - Oct 31 24	%	Oct 2023 Jan 01 23 - Oct 31 23	%	Oct 2022 Jan 01 22 - Oct 31 22	%	Oct 2021 Jan 01 21 - Oct 31 21	%
Income								
302 Parts	\$209,825	48.6%	\$264,208	62.9%	-	0.00%	-	0.00%
304 Labor	\$226,347	52.5%	\$163,009	38.8%	-	0.00%	-	0.00%
305 Sublet	\$2,235	0.5%	\$2,244	0.5%	-	0.00%	-	0.00%
308 Sales Other - Fees Collected	\$744	0.2%	\$128	0.03%	-	0.00%	-	0.00%
395 Refunds & Discounts	(\$7,599)	-1.8%	(\$9,397)	-2.2%	-	0.00%	-	0.00%
Total Income	\$431,552	100.0%	\$420,192	100.0%	-	0.00%	-	0.00%
Cost of Goods Sold								
402 Parts Cost	\$98,829	22.9%	\$108,599	25.9%	-	0.00%	-	0.00%
415 Technician Wages	\$51,561	12.0%	\$58,356	13.9%	-	0.00%	-	0.00%
425 Sublet Cost	\$3,379	0.8%	\$2,610	0.6%	-	0.00%	-	0.00%
Total Cost of Goods Sold	\$153,769	35.6%	\$169,565	40.4%	-	0.00%	-	0.00%
Gross Profit	\$277,783	64.4%	\$250,628	59.7%	-	0.00%	-	0.00%
Expenses								
510 Supplies - Building	\$4,891	1.1%	\$6,872	1.6%	-	0.00%	-	0.00%
511 Small Tools	\$3,795	0.9%	\$5,687	1.4%	-	0.00%	-	0.00%
512 Postage & Freight	-	0.00%	\$37	0.01%	-	0.00%	-	0.00%
515 Service Advisor Gross	\$59,569	13.8%	\$12,539	3.0%	-	0.00%	-	0.00%
517 Office Salaries	\$20,100	4.7%	\$19,830	4.7%	-	0.00%	-	0.00%
520 Rent	\$25,900	6.0%	\$22,650	5.4%	-	0.00%	-	0.00%
526 Utilities	\$3,251	0.8%	\$2,343	0.6%	-	0.00%	-	0.00%
526.01 Waste Disposal	\$1,651	0.4%	\$1,152	0.3%	-	0.00%	-	0.00%
529 Telephone	\$4,448	1.0%	\$3,964	0.9%	-	0.00%	-	0.00%
532 Security	\$1,713	0.4%	\$1,315	0.3%	-	0.00%	-	0.00%
534 Advertising	\$18,049	4.2%	\$4,597	1.1%	-	0.00%	-	0.00%
535 Insurance - Liability	\$8,915	2.1%	\$2,363	0.6%	-	0.00%	-	0.00%
535.01 Insurance - Workman's Compensation	-	0.00%	\$1,797	0.4%	-	0.00%	-	0.00%
538 Travel & Conventions	\$3,311	0.8%	-	0.00%	-	0.00%	-	0.00%
539 Meals	\$1,130	0.3%	\$769	0.2%	-	0.00%	-	0.00%
540 Property Taxes	\$1,097	0.3%	-	0.00%	-	0.00%	-	0.00%
541 Other Taxes	\$170	0.04%	-	0.00%	-	0.00%	-	0.00%
542 Payroll Taxes	\$11,266	2.6%	\$29,168	6.9%	-	0.00%	-	0.00%
548 License and Fees	\$759	0.2%	\$2,707	0.6%	-	0.00%	-	0.00%

	Oct 2024	%	Oct 2023	%	Oct 2022	%	Oct 2021	%
	Jan 01 24 - Oct 31 24		Jan 01 23 - Oct 31 23		Jan 01 22 - Oct 31 22		Jan 01 21 - Oct 31 21	
552 Vehicle Expense	\$495	0.1%	\$202	0.05%	-	0.00%	-	0.00%
564.01 Accounting	\$9,016	2.1%	\$4,868	1.2%	-	0.00%	-	0.00%
564.02 IT Services	\$2,500	0.6%	\$550	0.1%	-	0.00%	-	0.00%
564.03 Payroll Processing Fees	\$1,428	0.3%	\$2,115	0.5%	-	0.00%	-	0.00%
564.04 Coaching Fees	\$14,180	3.3%	\$9,000	2.1%	-	0.00%	-	0.00%
565 Computer Systems	\$5,243	1.2%	\$12,040	2.9%	-	0.00%	-	0.00%
566 Office Supplies	\$5,848	1.4%	\$2,714	0.7%	-	0.00%	-	0.00%
567 Bank Processing Fees	\$648	0.2%	\$197	0.05%	-	0.00%	-	0.00%
568 Credit Card Fees	\$13,266	3.1%	\$10,833	2.6%	-	0.00%	-	0.00%
572.02 Retirement Plan	-	0.00%	\$500	0.1%	-	0.00%	-	0.00%
580 Dues & Subscription	\$1,525	0.4%	\$759	0.2%	-	0.00%	-	0.00%
581 Uniforms	\$4,810	1.1%	\$3,147	0.8%	-	0.00%	-	0.00%
582.01 Technician Training	-	0.00%	\$239	0.06%	-	0.00%	-	0.00%
Total Expenses	\$228,972	53.1%	\$164,953	39.3%	-	0.00%	-	0.00%
Net Operating Income	\$48,811	11.3%	\$85,675	20.4%	-	0.00%	-	0.00%
Other Income								
390 Sales Tax Discount	(\$1)	0.00%	(\$1,656)	-0.4%	-	0.00%	-	0.00%
902 Other Income	\$221	0.05%	\$1,035	0.3%	-	0.00%	-	0.00%
Total Other Income	\$220	0.05%	(\$621)	-0.1%	-	0.00%	-	0.00%
Net Other Income	\$220	0.05%	(\$621)	-0.1%	-	0.00%	-	0.00%
Net Income Before Tax	\$49,031	11.4%	\$85,054	20.2%	-	0.00%	-	0.00%
Net Income After Tax	\$49,031	11.4%	\$85,054	20.2%	-	0.00%	-	0.00%

Statement of Revenues & Expenses – Trend Analysis

November 01 2023 - October 31 2024

	Nov 2023	Dec 2023	Jan 2024	Feb 2024	Mar 2024	Apr 2024	May 2024	Jun 2024	Jul 2024	Aug 2024	Sep 2024	Oct 2024	Current	Prior	Trend
Income															
302 Parts	\$20,397	\$15,686	\$36,241	\$16,141	\$17,339	\$19,152	\$23,926	\$18,371	\$19,278	\$12,038	\$19,761	\$27,578	\$245,909	\$655,100	
304 Labor	\$25,338	\$18,857	\$34,508	\$16,918	\$20,307	\$24,386	\$27,210	\$20,940	\$27,951	\$14,664	\$16,952	\$22,513	\$270,542	\$163,009	
305 Sublet	-	-	\$750	\$600	-	\$299	-	\$586	-	-	-	-	\$2,235	\$2,244	
308 Sales Other - Fees Collected	\$58	\$59	\$61	\$61	\$71	\$56	\$140	\$65	\$94	\$68	\$63	\$67	\$861	\$128	
395 Refunds & Discounts	(\$999)	(\$875)	(\$345)	(\$714)	(\$1,380)	(\$1,000)	(\$329)	-	(\$40)	(\$245)	(\$1,284)	(\$2,262)	(\$9,473)	(\$14,352)	
Total Income	\$44,794	\$33,727	\$71,215	\$33,007	\$36,337	\$42,893	\$50,946	\$39,962	\$47,282	\$26,524	\$35,492	\$47,895	\$510,074	\$806,129	
Cost of Goods Sold															
402 Parts Cost	\$8,773	\$7,263	\$16,866	\$7,480	\$7,954	\$9,261	\$10,910	\$8,154	\$9,188	\$6,108	\$9,236	\$13,672	\$114,865	\$243,935	
415 Technician Wages	\$13,607	\$12,800	\$9,200	\$9,358	\$12,261	\$3,600	\$3,630	\$5,113	\$4,600	\$3,800	-	-	\$77,968	\$79,126	
425 Sublet Cost	-	-	\$410	\$300	\$95	\$130	-	\$1,585	-	\$196	-	\$664	\$3,379	\$2,610	
Total Cost of Goods Sold	\$22,380	\$20,063	\$26,476	\$17,137	\$20,310	\$12,991	\$14,540	\$14,851	\$13,788	\$10,103	\$9,236	\$14,337	\$196,213	\$325,671	
Gross Profit	\$22,414	\$13,664	\$44,739	\$15,870	\$16,026	\$29,903	\$36,406	\$25,111	\$33,494	\$16,421	\$26,256	\$33,558	\$313,861	\$480,459	
Expenses															
510 Supplies - Building	\$644	\$505	\$629	\$608	\$131	\$776	\$560	\$289	\$139	\$109	\$759	\$891	\$6,040	\$8,694	
511 Small Tools	\$75	\$114	\$467	\$160	\$312	\$250	\$567	\$283	\$75	\$142	\$451	\$1,088	\$3,984	\$18,994	
512 Postage & Freight	-	-	-	-	-	-	-	-	-	-	-	-	-	\$37	
515 Service Advisor Gross	\$6,054	\$5,569	\$5,395	\$5,889	\$7,834	\$5,450	\$5,479	\$5,662	\$5,508	\$8,035	\$5,331	\$4,987	\$71,192	\$12,539	
517 Office Salaries	\$1,600	\$1,500	\$2,000	\$2,000	\$1,500	\$2,000	\$2,000	\$2,000	\$2,000	\$2,200	\$2,200	\$2,200	\$23,200	\$19,830	
520 Rent	\$2,500	\$2,650	\$2,575	\$2,575	\$2,575	\$2,575	\$2,575	\$2,575	\$2,575	\$2,575	\$2,650	\$2,650	\$31,050	\$45,250	
526 Utilities	\$187	\$200	\$1,266	\$209	\$192	\$188	\$185	\$215	\$252	\$264	\$246	\$233	\$3,638	\$4,987	
526.01 Waste Disposal	\$101	\$101	\$132	\$263	\$157	\$157	\$157	\$157	\$157	\$157	\$157	\$157	\$1,852	\$2,691	
529 Telephone	\$425	\$425	\$460	\$145	\$650	\$1,108	\$145	\$379	\$390	\$390	\$390	\$390	\$5,298	\$7,174	
530 Equipment Maintenance/Repair	-	-	-	-	-	-	-	-	-	-	-	-	-	\$1,644	
532 Security	-	-	\$430	\$143	\$143	\$143	\$143	\$143	\$143	\$143	\$143	\$143	\$1,713	\$2,949	
534 Advertising	\$884	\$1,076	\$1,471	\$1,408	\$1,122	\$2,214	\$1,791	\$1,635	\$1,622	\$1,737	\$1,708	\$3,342	\$20,008	\$5,797	
535 Insurance - Liability	\$236	\$750	\$678	\$678	\$678	\$631	\$631	\$631	\$631	\$631	\$962	\$2,763	\$9,901	\$5,149	
535.01 Insurance - Workman's Compensation	-	-	-	-	-	-	-	-	-	-	-	-	-	\$1,797	

	Nov 2023	Dec 2023	Jan 2024	Feb 2024	Mar 2024	Apr 2024	May 2024	Jun 2024	Jul 2024	Aug 2024	Sep 2024	Oct 2024	Current	Prior	Trend
538 Travel & Conventions	\$139	-	\$1,939	\$235	\$1,028	-	-	\$60	\$48	-	-	-	\$3,450	-	
539 Meals	\$240	-	-	\$82	\$135	\$75	\$175	\$37	\$111	\$154	\$173	\$188	\$1,370	\$1,135	
540 Property Taxes	-	-	-	-	-	-	-	-	-	\$1,097	-	-	\$1,097	-	
541 Other Taxes	-	-	-	-	\$170	-	-	-	-	-	-	-	\$170	\$2,812	
542 Payroll Taxes	\$1,694	\$1,570	\$2,339	\$1,306	\$1,652	\$845	\$1,021	\$976	\$926	\$1,074	\$576	\$550	\$14,530	\$29,168	
548 License and Fees	\$30	\$140	\$138	\$20	\$109	-	-	-	\$140	-	\$7	\$345	\$929	\$4,650	
552 Vehicle Expense	-	\$25	-	\$73	-	-	-	\$148	-	\$270	\$3	-	\$520	\$202	
564 Professional Services	-	-	-	-	-	-	-	-	-	-	-	-	-	\$1,992	
564.01 Accounting	\$733	\$733	\$957	\$957	\$957	\$957	\$561	\$1,793	\$1,046	\$596	\$596	\$596	\$10,481	\$6,958	
564.02 IT Services	-	\$500	\$500	\$500	\$500	\$500	\$500	-	-	-	-	-	\$3,000	\$550	
564.03 Payroll Processing Fees	\$136	\$132	\$101	\$194	\$291	\$92	\$92	\$184	\$92	\$138	\$154	\$92	\$1,696	\$2,115	
564.04 Coaching Fees	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000	\$1,000	\$2,795	\$1,795	\$1,795	\$1,795	\$16,180	\$9,000	
565 Computer Systems	\$477	\$477	\$489	\$489	\$529	\$529	\$529	\$529	\$529	\$529	\$529	\$558	\$6,197	\$24,567	
566 Office Supplies	\$1,301	\$209	\$904	\$716	\$114	\$482	\$626	\$723	\$1,482	\$310	\$455	\$36	\$7,359	\$3,969	
567 Bank Processing Fees	\$185	\$317	\$231	\$46	\$46	\$46	\$46	\$46	\$46	\$46	\$46	\$46	\$1,150	\$9,594	
568 Credit Card Fees	\$1,897	\$1,413	\$1,193	\$1,579	\$917	\$1,067	\$1,319	\$1,642	\$2,027	\$1,561	\$857	\$1,103	\$16,575	\$10,833	
572.02 Retirement Plan	-	-	-	-	-	-	-	-	-	-	-	-	-	\$500	
575 Depreciation	-	\$5,590	-	-	-	-	-	-	-	-	-	-	\$5,590	-	
580 Dues & Subscription	\$185	\$145	\$145	\$170	\$145	\$145	\$145	\$145	\$145	\$145	\$195	\$145	\$1,855	\$947	
581 Uniforms	\$261	\$67	\$526	\$341	\$280	\$235	\$237	\$403	\$298	\$237	\$1,525	\$728	\$5,137	\$6,207	
582.01 Technician Training	\$756	\$132	-	-	-	-	-	-	-	-	-	-	\$888	\$239	
Expenses - Inactive	-	-	-	-	-	-	-	-	-	-	-	-	-	\$737	
Total Expenses	\$21,737	\$25,340	\$25,965	\$21,787	\$23,166	\$21,467	\$20,485	\$21,654	\$23,176	\$24,336	\$21,909	\$25,026	\$276,049	\$253,706	
Net Operating Income	\$677	(\$11,676)	\$18,774	(\$5,917)	(\$7,140)	\$8,436	\$15,921	\$3,456	\$10,318	(\$7,916)	\$4,347	\$8,532	\$37,811	\$226,753	
Other Income															
390 Sales Tax Discount	-	-	-	-	-	-	(\$0)	(\$0)	-	-	\$0	-	(\$1)	(\$1,656)	
902 Other Income	-	-	\$221	-	-	-	-	-	-	-	-	-	\$221	\$1,035	
Total Other Income	-	-	\$221	-	-	-	(\$0)	(\$0)	-	-	\$0	-	\$220	(\$621)	
Other Expenses															
952 State Replacement Tax	-	\$435	-	-	-	-	-	-	-	-	-	-	\$435	-	
Total Other Expenses	-	\$435	-	-	-	-	-	-	-	-	-	-	\$435	-	

	Nov 2023	Dec 2023	Jan 2024	Feb 2024	Mar 2024	Apr 2024	May 2024	Jun 2024	Jul 2024	Aug 2024	Sep 2024	Oct 2024	Current	Prior	Trend
Net Other Income	-	(\$435)	\$221	-	-	-	(\$0)	(\$0)	-	-	\$0	-	(\$215)	(\$621)	
Net Income Before Tax	\$677	(\$12,111)	\$18,994	(\$5,917)	(\$7,140)	\$8,436	\$15,920	\$3,456	\$10,318	(\$7,916)	\$4,347	\$8,532	\$37,597	\$226,132	
Net Income After Tax	\$677	(\$12,111)	\$18,994	(\$5,917)	(\$7,140)	\$8,436	\$15,920	\$3,456	\$10,318	(\$7,916)	\$4,347	\$8,532	\$37,597	\$226,132	



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